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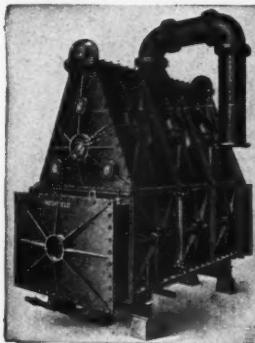
THE

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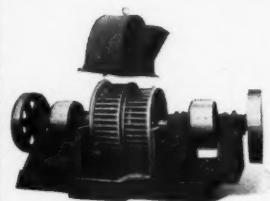
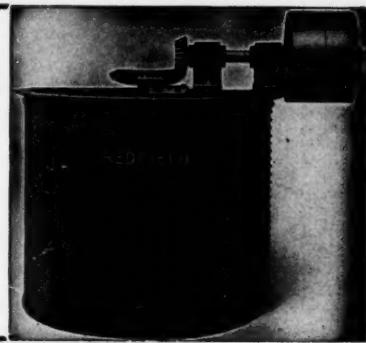
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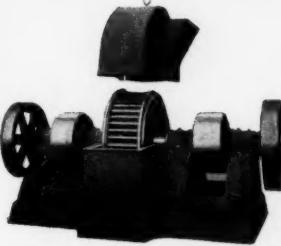
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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 21.

## Bruised Livestock and Other Meat Losses

At the latest of the series of conferences on livestock shipping losses, held in Chicago on November 5 and reported in the last issue of THE NATIONAL PROVISIONER, one of the outstanding features was the report of the activities of the Institute of American Meat Packers. Through its Committee on Bruised Livestock and Other Losses, of which E. S. Waterbury of Morris & Company is chairman, the Institute showed the livestock, railroad and other representatives present the extent of the work it is doing in this direction.

In his talk to the conference, Chairman Waterbury again quoted figures showing actual losses which took place in a stated three weeks' period, due to abuses in shipping and handling. He called attention again to the "invisible" losses in even greater volume which come from bruises, and which only show up after the animal is killed and dressed, and the meat has to be trimmed and may also be reduced in grade as a result of this trimming.

Packers are doing their part toward reducing these losses by conducting a campaign in their own industry to reduce losses from these bruises so far as they are caused by treatment at the hands of packers' employees. Reference to this was made by Chairman Waterbury in his speech to the conference, and further evidence of the work packers are doing will be given in a later issue of THE NATIONAL PROVISIONER.

In his remarks to the conference, which were received with the closest attention and appreciation, Chairman Waterbury said:

### What Packers Have Done.

This matter of reducing livestock losses is one of the things in which my heart has been wrapped up for a long time. The first step that was taken by the Institute was the appointment in December, 1919, by President Thomas E. Wilson, of a committee consisting of several packers' representatives here in Chicago, and several outside, in which we were given a definite problem to solve, the problem of reducing the abuses of livestock and other shipping losses.

At the first meeting of our committee the thing we decided was the most essential of any was that we should interest the National Livestock Exchange, and within a week of the first meeting President Brown and other interests in the stock yards met with our committee, and we outlined a certain definite policy that was to be pursued.

The meeting in March this last year came shortly after our first meeting. Many of you who are here today attended this meeting, and the results that have been accomplished are due largely, if not entirely, to the efforts that President Brown and those of you who are here today and were with us when we assembled at those other meetings—to the influence that they extended at that time.

You remember at the first of our shipping loss conferences Mr. Carter gave some figures showing some of the effects of bruises, and I am going to go over those figures today. Mr. Carmichael gave a resume of them, but we have compiled a few later figures that were given at the convention of the Institute in Atlantic City. Mr. Edward Morris, who was chairman of this committee last year, held a noonday luncheon meeting there which was very largely attended by representatives of practically every packing center in the United States, and ways and means of improving the conditions that we are responsible for were discussed.

We reviewed at that time the work which had been done, and at the same time made out a program that we should follow during this coming year. Our program is going to work in harmony in every way with the outline that has been made by the National Livestock Exchange.

### Losses in Three-Week Period.

I will read you just a few figures. These are for the three weeks during the month of August, beginning with the week ending the 14th of August, and ending with the week ending the 28th.

The cattle killed in fifty abattoirs during these three weeks amounted to 161,004.

Loss of meat on account of bruises averaged almost one-half pound per head, a total loss of 80,059 pounds.

Figuring these at the average value of the carcass there was an estimated loss of \$16,812.

The hogs killed in 90 abattoirs during that same period numbered 447,539. The average loss is very close to a half a pound, amounting to 223,769 pounds. At the average weight of the Chicago yards, which was 240 pounds at that time, and an average price of \$14.70 per hundred pounds, this meant a loss of \$43,559, equivalent to 932 hogs, which required to raise, estimated, 22,638 bushels of corn, which was absolutely wasted.

### Losses Which are Not Visible.

This is the visible loss. With us in the packing business the visible loss is a very small proportion of the actual loss that we sustain. A half a pound out of a ham will mean a loss of frequently 5 to 12 or 15 cents a pound in the selling value of that ham. Many of them have to be cut up for trimming, for sausage meat, for materials that are of a very much cheaper grade, and the meat cannot be used to equally good advantage.

You take a fancy belly, one that will make a higher grade bacon. A belly is very frequently bruised, and that bruise, if it occurs in the central part of the ham or of the belly, will frequently make a loss of 20 or 25 cents a pound in the value of that piece. If it can go as bacon at all it must go as second or third or even a lower grade piece of bacon.

I mention this to show that these figures that we have given in this tabulation only represent a single type of loss, and do not in any way represent the total actual loss that is sustained.

President Brown has stated that this loss affects the price. It must affect the price, either of the material, the livestock, or it must affect the price of the meat that is sold to the ultimate consumer. It is an economic loss, and an economic loss is spread out all over, reaching to every individual in the country.

This convention at Atlantic City, as I said, gave some outline of work for the coming year, but before going into the next year's campaign let me say something of the work that we have attempted to do. How well we have succeeded, I believe you are the best judges.

### Work That Has Been Done.

We issued as a resume of the reports of these first two livestock loss meetings that we had here, a booklet which put up in concise form—and you will find copies of these booklets, I believe, on every side—the methods which had been arrived at by which we could reduce these livestock losses, by which we would reduce not only bruises, but dead hogs.

We issued a first edition of 25,000 copies. These were distributed to the stock yards, to the exchanges, to the commission men, to our Institute members, and to every county agent in the United States whose name we could get. And some of the packers throughout the country have taken this same booklet and republished it, made a reprint of it and distributed it very widely.

Only this past week I received a request from South America for a number of copies, which goes to show that they are awake down there to the work that we are doing here to reduce these shipping losses, and they are forming a committee down there to work along the same line that we are working here.

(Continued on page 25.)

### RULING ON C. I. F. CONTRACTS.

According to a recent decision of the supreme court of the state of Pennsylvania in a traffic case, the nature of a c. i. f. contract is again made clear as absolving the shipper from responsibility after the shipment has been made. The court in this case is said to have ruled that on all shipments under c. i. f. contracts the responsibility of the seller ends when the shipment is made, and the buyer must stand any subsequent loss.

## Court Decisions of Interest to Packers

Recent court decisions involving points of interest to meat packers, as summarized by Arthur B. Hayes, attorney for the Institute of American Meat Packers at Washington, D. C., were published in the last two issues of THE NATIONAL PROVISIONER. These covered such subjects as sales agreements and contracts, banking transactions with bills of lading, railroad and car matters, etc.

Following is another summary of similar court rulings on a variety of matters, also prepared by Judge Hayes for the information of members of the Institute and packers in general:

### MARINE AND STEAMSHIP CASES.

**Federal Control Act Authorized Suits in Admiralty as Well as at Law and in Equity.** Hines, Agent, vs Sangstad Steamship Co. et al., 266 Fed. Rep., page 502, decided July 2, 1920, Circuit Court of Appeals, First Circuit. "That the Federal Control Act of March 21, 1918, Par. 10, (Comp. Stat. 1918, Comp. Stat., Annotated Supplement, 1919, Par. 3115 1/4-J), authorizing suits against carriers while under Federal control specifies only 'actions at law' and 'suits in equity,' held not to have the effect of excluding suits in admiralty, especially in view of the construction placed on the provision by general orders of Director General No. 50, and the Transportation Act of February 28, 1920, both of which recognized such suits as within the intentment of the suit."

"Actions against carriers, while under Federal control, authorized by the Federal Control Act of March 21, 1918, *supra*, are not limited to such as arise out of a breach of some duty imposed on defendant as a common carrier; for instance, in a suit by a charterer for damage to the mast of the ship, necessitating repairs before her next voyage, libelant was held entitled to allowance for the time lost while they were being made, without deduction because it was time when she should have been dry-docked under the terms of the charter, where she was not, or because the time was utilized for making other minor repairs which would not have necessitated laying her up."

**The Hirer of a Boat Not an Insurer.** Kohlsaat et al. vs. Parkersburg and Marietta Sand Co., 266 Fed. Rep., page 283, decided May 12, 1920, Circuit Court of Appeals 4th Circuit: "The hirer of a boat is not an insurer of the property and can be held liable for its loss only when caused by his negligence and in an action by the owner to recover for the loss the burden of proving such negligence rests throughout on the plaintiff, and although proof that the boat was not returned as agreed may make a *prima facie* case which requires evidence from defendant to show the manner of loss, it does not shift the burden of proof which remains with the plaintiff."

"The phrase 'burden of proof' primarily means the duty resting on one party or the other, usually the party having the affirmative, to establish, by a preponderance of evidence, a proposition essential to the maintenance of the action. Sometimes, however, the phrase is used to describe the duty of going forward with the evidence during the progress of the trial after a *prima facie* case has been made by the plaintiff when the burden then devolves on the defendant."

**Violation of Bill of Lading Contract Held to Relieve Shipper of Ordinary Liability:** "The Freda," 266 Fed. Rep., page 551, decided April 30, 1918, District Court, Southern District, New York. "Where a charterer issued to a shipper a clear bill of lading, which entitled him to have his cargo loaded below decks, but it was without his knowledge loaded on deck, and

was jettisoned when the ship stranded, a provision of the bill of lading that a general average was to be had under the York-Antwerp rules, which specifically exclude jettisoned deck cargo from general averages, held inoperative as against the charterer and also against the ship owner where its master signed the bill of lading, as required by the charter party, which also permitted the loading of deck cargo."

"In a suit against a charterer for non-delivery of cargo, where recovery cannot be had on that ground because the shipment was lost through an excepted peril of the seas, libelant may recover the amount to which he is entitled in general average, from which he was excluded through the fault of the charterer."

### RATE DECISIONS.

**Contract Rates in Charter Fix the Measure of the Same.** Charleston-Isle of Palms Traction Co. vs. Shealy et al., 266 Fed. Rep., page 406, decided June 29, 1920, U. S. District Court, Eastern District, South Carolina. "Where the law, at the time a railroad company is chartered, fixes maximum rates which the company may charge, that law enters into and becomes a part of its franchise, and it is not authorized to exceed such rates simply because it cannot operate under them except at a loss. However, the public cannot require of a public service corporation the continued operation of its property, under rates which would afford, not only no adequate return on the capital invested, but would entail a large continuous loss and the eventual exhaustion of the entire capital, Held, that the charter should be canceled."

**Diversion Privileges on Railroads.** Pioneer Trust Company vs. Nashville, Chattanooga and St. Louis Railroad Co., 224 S. W. Rep., page 109, decided June 26, 1920, Kansas City Missouri, Court of Appeals. "Under the Interstate Commerce Act (U. S. Com. Stat., Par. 8, 569) providing that every common carrier shall file with the Commission schedules which shall state all privileges or facilities granted and any rules or regulations which affect the rates, etc., or the value of the service rendered, rules and regulations duly published are controlling upon both parties to an interstate shipment."

"Tariff rules and regulations in schedules filed with the Interstate Commerce Commission relating to conditions upon which a shipper might be permitted to divert or reconsign a shipment in transit by exchanging bills of lading are, under the Commerce Act, binding on the parties; this being a service in connection with the transportation."

"Where the rules of a carrier providing for diversion of shipment require the original bill of lading to be surrendered before a new one could be issued, a bill of lading issued without the surrender of the original is void even though issued with the authority of the carrier if a contrary holding would permit discrimination in violation of the Interstate Commerce Act (U. S. Com. Stat. 8, 597) and, hence, such a bill of lading is of no force even in the hands of a bona fide holder where issued prior to the Pomerene Bill of Lading Act (U. S. Com. Stat., Par. 8, 605-A-6, 604-W) making such bills negotiable."

"Where a second bill of lading issued for an interstate shipment without surrender of the original was void because issued contrary to the rules of the carrier, the carrier cannot be held liable thereon even by an innocent purchaser on the theory of estoppel for that would tend to permit discriminations."

**Intra-State Railroad Rates Subject to Congressional Action if Interfering with Interstate Rate Structures.** Public Service Commission Second District vs. New York Central Railroad Company, 183 New York Supplement, page 799, decided July

Term, 1920, Supreme Court, Albany County, New York. "Congress has implied power, in the absence of the exercise of its war power or of its power to regulate the mails, to legislate in relation to intra-state rates to make effective the regulation of interstate commerce which has expressly been entrusted to its care. Congress has exclusive power to regulate interstate commerce and state regulations conflicting with the exercise of such power are subordinate thereto."

"Congress, in the exercise of its war power, had the right to suspend state maximum rate statutes. The war power of Congress exists beyond the commission of actual welfare and authorizes legislation to terminate the war time status and promote return to a peace time status."

"The transportation Act of 1920, Par. 208 (a), terminating Federal control over railroads, pursuant to Federal control Act (U. S. Com. Stat. 1918, U. S. Com. Stat., Anno. Sup., 1919, pars. 3115 1/4-A-3115 1/4-P.) and the President's proclamation requiring all changes in rates prior to September 1, 1920, to be approved by the Interstate Commerce Commission, Held to be within the War power of Congress."

"Congress, in terminating Federal control over railroads, had authority under its war power, to provide that existing intra-state rates should not be changed except by affirmative action of the states and that maximum rate statutes of the states cannot be automatically revived, but could be revived only by new legislation."

"The Transportation Act of 1920, terminating Federal Control of Railroads, and providing in Section 208 (a) that rates in effect should continue in effect 'until thereafter changed by state or Federal authority respectively or pursuant to authority of law,' Held to preclude automatic revival on termination of Federal control of railroads of railroad law, Par. 57, providing for a maximum rate of fare on the New York Central Railroad between Albany and Buffalo since the former statute required effective action of the states in order to change rates existing under Federal control and requires maximum rate statutes of states to be revived by new legislation."

**What Is a Public Rate—Rebates Considered.** Lehigh Coal and Navigation Company vs. United States, 266 Fed. Rep., page 457, decided May 25, 1920, Circuit Court of Appeals, Third Circuit: "Where the filed and published tariffs of a railroad company specified a rate of \$1.55 per ton for coal between two points, but contained a footnote stating that under the terms of a lease of a railroad line from a coal company a lateral allowance is made out of the herein named rates to such company, on coal shipped by it, the amount of the allowance not being stated, and, in practice, the company was charged with the named rate against which the allowance was created, the specified rate of \$1.55 per ton was held to be the duly established rate for coal whether shipped by such company or others, a departure from which is unlawful under the Elkins Act (Comp. Stat., Par. 8, 597-8, 599), as amended by the Hepburn Act of June 20, 1906."

### TAXATION DECISION.

**State Revenue Suit Unconstitutional When Applied to Interstate Traffic.** Texas Co. vs. Brown, Commissioner of Agriculture of Georgia et al., 266 Fed. Rep., page 572, decided June 28, 1920, United States District Court, Northern District, Georgia: "Parks Annotated Political Code, Georgia, Par. 1800 et seq., providing for inspection of petroleum oils and fixing of fees therefor which aggregate many times the cost of the inspection service, Held to be a revenue statute and unconstitutional as imposing a tax on interstate commerce as applied to oils brought into the state for sale in the original containers and so sold, but valid as to oil imported for indefinite

(Continued on page 34.)

## MEAT SCARCE AND PLENTY IN AUSTRALIA

### Anomaly Due to Drouth and Government Restrictions

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, Oct. 15, 1920.  
In the southern part of Australia the recent high prices of stock have prevented the export works from operating; in fact, instead of meat going into the works, large quantities are being released for local consumption. In New South Wales the meat shortage has been so acute that the Government of the state asked the commonwealth government to suspend the duty on the import of meat, so that supplies of mutton could be obtained from New Zealand. This was refused, as it was held that there were ample supplies of meat available in the commonwealth.

The New South Wales government then turned to Queensland and purchased a quantity of frozen beef, but the experiment was not wholly successful as there is a prejudice in that state against the consumption of frozen meat. This is somewhat strange, as thousands of consumers in Queensland are eating frozen meat obtained through the state shops; in fact, those shops have no other source of supply except the meat treated at the works for export. It is not likely that New South Wales will repeat the experiment.

#### Would Preserve Meat Chemically.

The meat shortage in New South Wales caused the authorities to turn to a suggestion for preserving meat by the Bullet process, and the Government has been asked to pass a bill through Parliament so as to permit the use of up to  $3\frac{1}{2}$  grains of sulphur dioxide to the pound as preservative in whole meat. It is said that the system was already in operation in one of the country centers. It was not intended to use more than  $2\frac{1}{2}$  grains, it was said, and this amount of preservative would be reduced to one-half in the cooking of the meat.

The head of the Government expressed his sympathy with the proposal, which, he said, would revolutionize the meat industry by permitting slaughter on the lands where the stock is raised, thus relieving the pressure on the railroads. The permit, however, must have the sympathy of the Board of Health. He promised that if this difficulty were overcome steps would be taken to test the scheme. It may be mentioned that all parties in Parliament were represented on the deputation.

The question of the future of the meat works at Darwin, owned by Vestey Bros., England, is now under discussion. The managing director has left for England to consult the heads of the firm. These works cost upwards of a million pounds sterling, but when attempts were made to operate them the labor employed made the most extravagant demands and tried the patience of all by strikes and "go-slow" methods. The works were not opened at all in the 1920 season, partly because of the difficulty of getting supplies to Darwin, the unstable industrial position, and the possibility of not getting the meat away promptly. The works provide the principal industry for Darwin and there has

been a great deal of distress there owing to the closing of the factory.

#### Government Operates Plant at a Loss.

The works at the neighboring center of Wyndham, owned by the Western Australian Government, have been operating. The price paid for cattle is low compared with the amount received in other parts of Australia. It is interesting to note that this state-owned works in 1919 showed a loss of £45,000, representing £18,000 on the year's working, £18,000 interest on capital invested, and £9,000 interest on overdraft (all-round figures). A total of £63,900 was paid for cattle, while wages, salaries and traveling allowances absorbed £80,800.

The new works at Carnarvon (Western Australia), where the meat industry is making a belated advance, will not commence operations until next May. It was thought that killing would start this year, but delays in building have made this impossible.

#### Labor Causes Beef Plant Shutdown.

The season for killing cattle in Queensland passed without the usual industrial trouble, though it has come later this season than last and is not very important. The operations of the works had been a little erratic, owing to the want of refrigerated steamers; as soon as the stores were full the works had to close down until tonnage was available to ship. Nevertheless, in North Queensland, where most of the export beef is treated, the works had got through 100,000 head of cattle when the waterside workers refused to work the boats more than one shift in 24 hours. The Controller of Shipping at once diverted the boats and the works had perforce to close down.

The position now is that the stores are full of beef, which there seems to be no present prospect of being allowed to ship,

as the Controller has resolutely refused to send any more boats until he has a proper guarantee that the waterside men will work them. New Zealand will benefit, as these boats will be used to lift the large accumulation of mutton there.

The number of head of cattle treated this season compares well with last season in North Queensland, when only 68,589 head were dealt with. In 1917 there were 140,000 head, and in 1916 166,000. This year there appeared to be a likelihood of a much larger number being treated than have been put through before, as a great many cattle came over from the northern territory owing to Vestey's works there not having opened this season.

In South Queensland the works were pretty well at the end of their supplies when the waterside trouble cropped up, and the disturbance was not important to them. Most of the meat has been shipped.

#### Supply and Price Conditions.

Good rains have fallen in all parts of Australia and the seasonal conditions are excellent, although, owing to the severe losses experienced some months back from drought, owners of stock are showing a tendency to hold on to what they have in order to breed up again, and this tends to a hardening of the market. The prices have been up to £40 for a bullock and £2 10d. for a sheep, but even with these amounts owners have not been tempted to part with their stock. However, the home market should be relieved shortly when fat stock begin to come in.

In New South Wales, which had the worst experience in the drought, it will take some time to breed up. In fact, the recent lambing was only about one-third of what it was two years ago—and this state ought to carry nearly half the sheep run in Australia.

The Imperial Government's contract for the surplus Australian meat will end on November 30, but control of the insulated space will continue until April. The rates for carrying meats in such steamers to London will be: Beef, 1 1/2d.; mutton, 1 1/2d.; lambs, 2d.; rabbits, £8 15d. per cubic foot—all plus 10 per cent. The same rates will apply from New Zealand.

(Continued on page 37.)

## New Zealand Lamb and Mutton Trade Is Active

Advices have reached New Zealand of further sales of New Zealand mutton and lamb by the Imperial Government to American firms. The managing director of the Wellington Farmers' Meat Company recently expressed the opinion that America would take a good deal of New Zealand mutton and lamb at good prices, but pointed out that nothing but the best quality would be accepted, that is, first-grade carcasses under 42 lbs. The experience with the shipments sent from London showed that to be the case.

The trade in New Zealand is much concerned over the question of granting a license to Armour & Company of Australia to kill stock for export during the coming season. Persons in the trade are looking for an outlet for mutton in the United States. The movement was initiated by a number of Canterbury sheep-owners, and stress was laid on the fact that the firm does not propose to either

purchase, build or otherwise have any proprietary interest in any freezing works in New Zealand, and that they are willing to put all their purchases through farmers' freezing works.

"It has been argued that the circumscribed position of New Zealand will be against any firm getting control of the Dominion's meat trade," says one New Zealand writer. "But it seems to the writer that this is the very first factor in favor of Armour's. It seems to have been forgotten that this firm already has a large organization of buyers operating throughout the Dominion, for the firm has for several years been buying stock, sending it to the works, and selling to the Imperial Government under the commandeer. During that time they have been quietly paving the way for future and larger operations."

The matter is being dealt with by the stock committee of the House of Representatives, and no decision has been announced yet. Opinion inclines to the belief that the license will be refused.

(Continued on page 38.)

## PRACTICAL POINTS FOR THE TRADE

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc., Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### SAVING HOG BLOOD.

The following inquiry has been received from a packer in the East:

Editor The National Provisioner:

Can you tell us the method that is used for saving hog blood in a government-inspected slaughter house? We have trouble in getting an inspector to pass our product.

We take it for granted this blood is to be saved for edible purposes.

The method used when collecting blood in small quantities is to catch the blood in pails, as the hog is stuck, pour into a barrel, where it is defibrinated by stirring with a wooden paddle and pouring the stirred blood over a 4 mesh screen into another receptacle. This is the defibrinated blood that is generally used.

The trouble in collecting blood that these people complain of is most likely that they collect the blood and have to dump the entire lot because it contained blood from some animal that was condemned, and in which case the inspector also condemned the blood. To overcome this, if this is the case, would suggest that they collect the blood in pails separately from each animal, the pails to be marked or numbered corresponding to the hog from which the blood was caught, a retarding solution added to each pail, and pails set aside till the inspector had examined the animals; then whatever animal was condemned that blood could be dumped and the remainder saved.

The retarder keeps the blood in liquid form for a considerable time, and is placed in the pail first. The blood is then run in and contents stirred. When blood is for edible purposes the retarder to use is sodium citrate. This is made into a solution of about 20 per cent strength, and three to four ounces of this solution added to each pail of blood. For inedible purposes, a cheaper retarder can be used, such as ammonium oxalate, or potassium or sodium oxalate, which is prepared in same manner and used in like quantity as the other.

If handled in this manner they can collect economically sufficient blood that will be passed by the government inspectors.

### AMMONIA IN TANKAGE AND BLOOD.

The following inquiry was received from a Pennsylvania packer:

Editor The National Provisioner:

Can you tell us how many units of ammonia a ton of dried tankage or dried blood is supposed to contain?

The ammonia content of dried blood is fairly uniform, usually averaging 16.5 per cent. Tankage, however, may vary widely in percentage of ammonia, and the actual figure will depend entirely on the quality of the product. Tankage containing large quantities of bone, manure and other refuse will necessarily be low in ammonia. The ammonia content may run from 3 or 4 up to 11 per cent, but ordinary tankage of good quality should average at least 10 per cent ammonia.

### BULGARIA PERMITS SOAP IMPORTS.

According to the most recently published official list of articles the importation of which is permitted by the Bulgarian Government, laundry soap may be imported into Bulgaria. All soaps imported under this permission must contain fats to the extent of at least 70 per cent. During the year 1919 some 4,500,000 pounds of such soap were imported into Bulgaria. The Sofia Chamber of Commerce asserts that there is a good market for laundry soap at the present time. Only the better qualities are desired.

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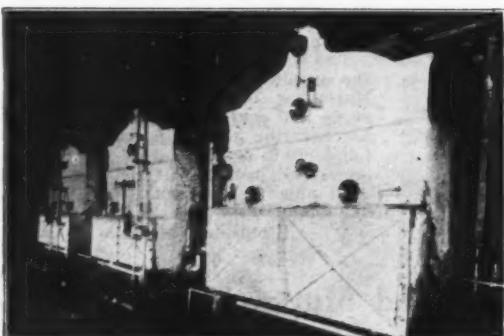
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**SHOWING THEIR COLORS.**

In an appeal for support, recently sent out from Washington by the radical lobby which operates there under the title of the "Farmers' National Council," the support of all producers' organizations was asked for the following legislative plans, given here in the order of importance in which they are regarded by their authors:

Packinghouse control by the Government.

Government ownership and operation of railroads, with a majority of the directors to represent the public.

Short time credit for farmers and amendment of the federal reserve act to limit the spread between rates at which member banks receive money and the rates at which they loan it, to 1 per cent.

Payment of the war's cost by taxes on estates, incomes, excess profits, the value of land, and other natural resources held for speculation, and a rapidly progressive tax on all property with an exemption of \$25,000.

Government ownership of ships and their public operation or lease with Government regulation of ocean freight rates.

Government ownership of natural resources still in public possession.

It is scarcely necessary to do more than quote these demands which are to be made upon Congress at the forthcoming session. Their very phrasing reveals the mind and mood of their sponsors.

The appeal is made to "farm organizations which heretofore have not endorsed" the plans of this radical coterie, and it is noted that the appeal has been sent to the American Farm Bureau Federation, the National Grange, the National Farmers' Union, the National Milk Producers' Association, and "a few others." Quite an imposing array of possible converts. Quite a few reputable producers' organizations still "on the outside looking in."



**BUSINESS OVER THE TOP.**

After-the-war readjustment, about which the country has been talking, finally is at hand, with no prospect of financial panic in sight, according to Archer Wall Douglas, chairman of the committee on Statistics of the Chamber of Commerce of the United States, whose monthly report on business conditions was made public this week.

We are over the top and on the down grade in most phases of industrial and commercial life, according to this report, although there still continue to be exceptions to this general statement.

Demand in all lines is slackening, says Mr. Douglas. It is everywhere a case of most conservative buying rather than any great increase in supply. We are having a vivid illustration of how our usual volume of business is made up largely of things people do not really need. Also, we see how people will get along without

things they once thought indispensable, once the fit of economy is on them.

Manufacturing and mining are meeting the situation, in the usual fashion, by running on reduced time or shutting down altogether. This has already meant in some cases reduced wages. Just now the need of the country seems to be for more consumption rather than more production. Talk of stabilizing prices, so as to save the situation, no longer interests any one save a few hopeless theorists, says the report. The laws of supply and demand will in time regulate matters.

The entire business world is steadily trending to that readjustment which we have talked about so long. We have been through it before, several times, and we will go through it again, and successfully. This time it is robbed of its greatest terror, financial panic and ensuing disaster. And through it all the federal reserve bank system will be a refuge.

Theories of great and startling changes in the framework and organization of manufacturing life are dying out in view of the exigencies of the occasion as to how to maintain adequate production at reasonably remunerative prices. Industrial life, in time, will doubtless be more democratized than at present, says Mr. Douglas, but we are not headed in the direction of running factories by committees.

The entire commercial world is setting its house in order by reducing commitments, collecting outstanding accounts, and bringing down stocks of merchandise to the requirements of reduced demand. And it is all being done soberly and advisedly. All are awaiting that psychological time, the first of the year, when the current of events and the general trend shall be more readily discerned and more easily interpreted.

The distinctly cotton sections of the South are distressed because of low-priced cotton and very little demand, especially for low grades. It is not a new experience to the South, and the South has always recovered ere long and gone on to greater prosperity. But it is an acute phase while it lasts.

In the grain regions, low prices of farm products have put a crimp in the buying power and inclination of the farming community. Experience shows, however, from causes more readily seen than analyzed, that depressions in agricultural sections because of low prices of farm products are neither so lasting nor so severe as those in industrial centers, which proceed from lack of manufacturing activity and consequent unemployment.

On the whole, producers can furnish their own subsistence and tide over bad times. Also the accumulated supplies, whose abundance caused the depression, are daily diminishing in volume and cannot be replenished until another harvest. Thus the natural operation of the laws of supply and demand tend to remedy the trouble.

## TRADE GLEANINGS

Plans are being made for the construction of a \$30,000 packing plant at Sioux City, Iowa.

The San Diego Oil Products Company will establish a cottonseed oil mill at Chula Vista, Calif.

The Harris Abattoir Company, Toronto, Canada, plans to build a new abattoir at a cost of about \$100,000.

Construction work on the new Union Stock Yards at Fort Wayne, Ind., is expected to commence within the next week.

The C. W. Miller Packing Company, Newark, Ohio, has taken out a permit for the erection of \$10,000 worth of cattle sheds and yards.

Armour & Company will establish a branch house in Bismarck, N. D., with J. C. Deutsch as manager and R. L. Rudick as superintendent.

Fred N. Kretschmer has been elected president of the Corn Belt Packing Company at Dubuque, Iowa, to fill the vacancy caused by the resignation of A. B. McCue.

The engine room, cake room and linter room of the Morgan Oil & Fertilizer Company, Warsaw, N. C., were destroyed by fire recently. The loss amounts to \$40,000.

The Equity Packing plant at Fargo, N.

D., was damaged by fire recently to the extent of \$2,000.

Receivers have been appointed by Federal Judge Mayer for the brokerage concern of E. S. Kuh & Valk Company, New York City, in an equity suit instituted by Frank C. Gumbus, a creditor.

Subscriptions amounting to slightly more than \$100,000 are needed before construction can be started on the plant of the Portland Vegetable Oil Mills, which is to be built at Portland, Ore.

Announcement has been made of the resignation of L. F. Shuttleworth as director and office manager, and A. W. Wilmuth and George C. Voltz as directors of the Farmers' Co-operative Packing Company of South Dakota.

On November 9th the River Road plant of the Louisville Rendering Company, Louisville, Ky., was destroyed by fire. The plant was used for handling tankage and other packinghouse offal. The loss on the plant will be about \$58,000 and there was no insurance. This is the second fire loss sustained by this company recently. The other occurred on September 30th, when the grinding plant was destroyed with a loss of about \$60,000, which was only partly covered by insurance.

ers give their close personal attention to the details of the business, and are very well satisfied with business conditions and prospects.

### LIVESTOCK COMMISSION CHARGES.

The Department of Agriculture has issued a statement explaining the status of the litigation growing out of orders issued by the Secretary of Agriculture under the Lever food control act in August last requiring livestock commission men at Chicago, Kansas City, Omaha and East St. Louis to discontinue certain commissions for the sale of livestock, which commissions the Secretary found to be "unjust, unreasonable, discriminatory and unfair."

Certain livestock exchanges protested the orders and sought to have them withdrawn or revoked. This the department declined to do. All the commission men continued to exact the commissions ordered by the Secretary to be discontinued, and some of them instituted suits in the Federal courts to restrain the United States attorneys from prosecuting them for failure to so discontinue.

Temporary restraining orders were granted by the courts, and dates set for the Government to be heard. At the hearings in Chicago and Kansas City the department co-operated with the United States attorneys in the argument of the legal question involved, and the whole matter is now before the courts for determination. Decisions are looked for soon.

At Kansas City, under order of the court, the commission men are depositing with the clerk of the court, to abide the result of the litigation, all receipts by them which represent the difference between the commissions which the Secretary ordered to be discontinued and those which the Secretary found to be just, reasonable, nondiscriminatory, and fair. A like practice is being followed at Omaha and East St. Louis.

### OCT. OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of October, 1920, was 14,217,003 pounds uncolored and 359,112 pounds colored, a total of 14,576,115 pounds. This is 140,670 pounds less than the output for the preceding month and more than three million pounds less than the same month a year ago.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
October, 1919	17,821,072
November	18,436,966
December	18,673,955
January, 1920	16,805,820
February	15,365,178
March	17,189,145
April	14,078,498
May	16,805,055
June	10,966,000
July	11,964,237
August	12,685,269
September	14,716,785
October	14,576,115

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### New Low Levels—Demand Slow—Export Interest Limited—Stocks Decreasing—Hog Movement Fair.

The provision market has been no exception to the readjustment process going on in the different commodity markets, and prices have been under pressure, with rallies ineffectual, while at times there has been evidence of a good deal of selling pressure. The persistent weakness in grain and the break of grain and many other commodities to new low records, as well as the developments in the financial market, have been pronounced bearish factors in the provision situation. The fact that hogs and cattle continue relatively so much above the feeding value of corn has made the market a target for a good deal of bearish propaganda, but there has not been the pressure of cash product on the market, while there has been a very steady distribution of products from packing centers.

The shipments of product last week were again heavy, amounting to 25,000,000 lbs. of cut meats from Chicago and 25,000,000 lbs. of fresh meats, although the shipment of fresh meats were insignificant compared with the 73,000,000 lbs. shipped a year ago. Shipments of lard were also fairly liberal, as well as the shipments of other food products. This heavy movement of product was reflected in the semi-monthly product statement, which showed an important further decrease in the total lard stocks, as well as a decrease in meat stocks. The figures for the semi-monthly statement follow:

Nov. 15,	Nov. 1,	Nov. 15,
1920	1920	1919
Meat pork, bbls....	5,057	22,094
Lard, regular, lbs....	7,334,226	13,858,571
Other lard, lbs....	2,661,090	3,694,264
Short rib sides, lbs.	766,650	1,572,910
Extra S. C. sides, lbs.	273,845	372,773
		1,026,908

The movement of hogs at the principal interior points for the past week showed a marked increase over the previous week,

but were a little less than for the corresponding week last year. This was also the case as regards the movement of cattle and of sheep. Prices for livestock have been influenced by the developments in the general commodity situation and the action of feed prices, but are still relatively high. The averages for the past week at Chicago of different kinds of livestock show well-maintained prices for hogs, cattle and lambs, and at figures much above the 10-year average, while sheep are below the 10-year average. The quotations follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week .....	\$13.00	\$12.10	\$ 6.30	\$12.00
Previous week .....	13.50	13.40	6.90	12.65
Cor. week, 1919.....	14.60	15.50	8.00	14.50
Cor. week, 1918.....	17.62	15.10	9.00	14.75
Cor. week, 1917.....	17.45	10.90	11.15	16.75
Cor. week, 1916.....	9.60	10.15	8.10	11.45
Cor. week, 1915.....	6.40	8.65	5.70	8.60
Cor. week, 1914.....	7.45	8.90	5.50	8.80
Cor. week, 1913.....	7.75	8.15	4.40	7.00
Cor. week, 1912.....	7.75	8.10	3.95	7.05
Cor. week, 1911.....	6.35	6.75	3.40	6.55

Av. 1911 to 1919 \$10.55 \$10.25 \$ 6.55 \$10.45  
A very interesting calculation has just been issued by the Bureau of Crop Estimates at Washington as regards the number of cattle and hogs on the farm as of Oct. 1st compared with January 1st. Reports have been available in this investigation covering a little over two years. The reports show the number of births on the farm, the number brought onto the farm, sold off the farm, and with the farm slaughter and deaths. The report as published shows the changes per thousand as made up by returns from 10,000 selected farms throughout the country.

Taking into consideration the births, sales, purchases, farm slaughter and deaths the figures per month are as follows:

	Cattle		Hogs	
	1920.	1919.	1920.	1919.
Jan. 1.....	1,000	1,000	1,000	1,000
Feb. 1.....	996	1,003	902	885
March 1.....	995	1,016	874	850
April 1.....	1,003	1,043	908	1,008
May 1.....	1,021	1,089	1,182	1,251
June 1.....	1,045	1,135	1,263	1,377
July 1.....	1,046	1,152	1,270	1,380
Aug. 1.....	1,040	1,139	1,298	1,351
Sept. 1.....	1,024	1,117	1,339	1,378
Oct. 1.....	1,005	1,103	1,498	1,458

The interesting point about this comparison is the fact that the low point of the hog supply is in March, while the low point in the cattle supply is practically the beginning of the year. These figures of

increases and decreases, if applied to the total number of cattle other than cows in the country, would indicate a supply on hand on October 1st of 44,744,000, against 49,729,000 on the same basis a year ago. The number of hogs in the country would be 103,058,000, against 109,217,000. Such figures, however, do not agree with the January 1st total, which this year on hogs was 72,909,000, against 74,584,000 a year ago, nor with the September 1st statement of the number of stock hogs in the country.

The latest available reports of the total number of livestock in the world as issued by the Department of Agriculture present a very interesting total. Figures are not obtainable for a great many countries but are available for 12 European countries which show a present number of cattle of 63,000,000, compared with 72,000,000 before the war; sheep 78,000,000, compared with 87,000,000; and swine 29,000,000, compared with 49,000,000. The number of cattle in 12 non-European countries shows the total of 311,000,000, compared with 271,000,000 before the war; sheep 318,000,000, compared with 345,000,000; and hogs 102,000,000, compared with 89,000,000.

**PORK:**—The market was quiet and easier with no important demand in evidence. At New York mess was quoted at \$31.50@\$32.50, family \$44@\$49, and short clears \$38@\$43. At Chicago mess was quoted at \$23.50.

**LARD:**—The market was quiet and irregular. Demand both domestic and export was rather quiet, but the cash position was strengthened by the action in the November future. At New York prime western was quoted at \$20.90@\$21.00, middle western \$20.70@\$20.90, New York City \$18.50@\$19, refined to the continent 22 $\frac{1}{4}$ c. South America 23c. Brazil kegs, 24c. Compound lard was reduced  $\frac{1}{2}$ c a lb. by the leading makers and was quoted at from 13 $\frac{1}{2}$  to 14 $\frac{1}{4}$ c, according to brand. At Chicago loose lard was quotable at 50c under November, leaf lard at \$19.50, and neutral lard at 23@\$23 $\frac{1}{4}$  for Number 1.

**BEEF:**—The market was dull but very steadily held. At New York mess was quoted at \$19@\$20, packet \$21@\$22, family \$26@\$28, and extra India mess \$44@\$46.

SEE PAGE 33 FOR LATER MARKETS.

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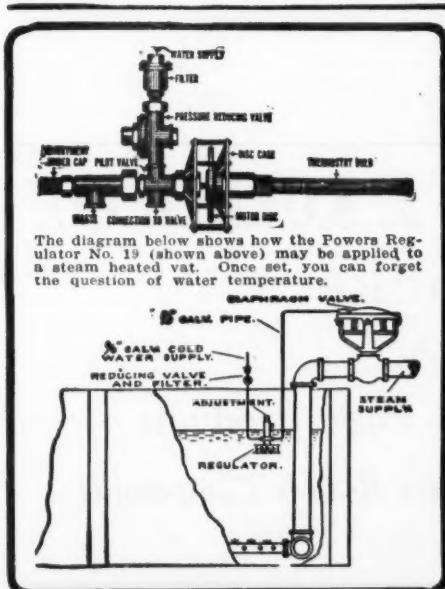
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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week has been dull and weaker, prices declining  $\frac{1}{4}$  to  $\frac{1}{2}$ c a pound, with sales of special loose at  $7\frac{1}{4}$ c. Consuming demand remained quiet and offerings were rather steadily held, but other greases were extremely weak and continued to make for much conservatism in operations. The financial condition is against this market as it is against other commodities. The demand has been lessened materially and is a factor in the weakness. At New York prime city was quoted at 7c, special loose  $7\frac{1}{4}$ c and edible 10c nominal. At Chicago packers No. 1 was quoted at  $7@7\frac{1}{4}$ c and edible at  $10@10\frac{1}{4}$ c.

**OLEO STEARINE**—The market was dull and weaker and nominally  $\frac{1}{2}$ c lower. There was no trade of importance, but the weakness in tallow, cotton oil and other greases had a bearish influence on the market. At New York oleo was quoted at 10c nominal, while rumors were current of sales in Chicago at  $9\frac{1}{2}$ c.

SEE PAGE 33 FOR LATER MARKETS

**NEATSFOOT OIL**—The market was very quiet and was about steady. Pure refined was quoted at  $\$1.40@\$1.42$  a gallon, extra No. 1 at  $\$1.20@1.22$ , No. 1 at  $\$1.18@1.20$ , and prime at  $\$1.18@1.20$ .

**LARD OIL**—The market was quiet and barely steady. Prime winter was quoted at  $\$1.80$  a gallon, winter strained at  $\$1.40@1.42$ , extra No. 1 in barrels at  $\$1.10@1.20$ , No. 1 at  $\$1.05@1.10$  and No. 2 at 95c @ $\$1.00$ .

**GREASES**—The market was a little more active and was weaker the past week, prices declining about  $\frac{1}{2}$ c a pound all around. Offerings were larger and demand showed some improvement at the decline. The weakness in other greases tended to limit the buying. At New York choice house and yellow greases were quoted at  $5\frac{1}{4}@5\frac{1}{2}$ c and white at  $7\frac{1}{4}@11\frac{1}{2}$ c, according to quantity and seller. At Chicago brown was quoted at  $5@5\frac{1}{2}$ c, house 5@6c, and yellow  $6\frac{1}{2}@6\frac{1}{4}$ c.

### AGAINST COMMERCIAL CROOKS.

Announcement of the perfection of a country-wide organization designed to discourage the operations of the commercial crook has been made by J. H. Tregoe, secretary-treasurer of the National Association of Credit Men, which has 33,000 members located in 130 cities throughout the United States. Members of the organization in the West will now have the same measure of protection from professional swindlers that has been enjoyed by members east of the Rockies. C. D. West, manager of the investigation and prosecution department, National Association of Credit Men, says:

"The preventive value of the department really exceeds its correctional value, for as we have always contended the certainty rather than the severity of the punishment is crime's greatest deterrent. We now have fifty-one persons under indictment, some of them being indicted for as many as ten true counts, and we have on hand

now thirty-five cases under actual investigation, which will tax our efforts to the limit. Due consideration should be given to the fact that it is reasonable to anticipate a big increase in the number of new cases coming into the department, especially at this particular time under the present condition, and for the further fact that the holidays are rapidly approaching."

### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to the National Provisioner.)

New York, Nov. 16, 1920.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76 per cent caustic soda,  $4\frac{1}{4}@4\frac{1}{4}$ c lb.; 60 per cent caustic soda,  $4\frac{1}{4}$ c lb.; 98 per cent powdered caustic soda,  $4\frac{1}{4}@5$ c lb.; 48 per cent carbonate of soda,  $2\frac{1}{2}@2\frac{1}{2}$ c lb.; 58 per cent carbonate of soda,  $2\frac{1}{2}@2\frac{1}{2}$ c lb.; talc,  $1\frac{1}{2}@2$ c lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil in casks of 2,000 lbs., nominal,  $9\frac{1}{2}@10$ c lb.; yellow olive oil,  $\$3.15@3.30$  gal.; Ceylon cocoanut oil,  $17\frac{1}{2}@17\frac{1}{4}$ c lb.; cottonseed oil,  $11\frac{1}{2}@12$ c lb.; soya bean oil,  $11@12$ c lb.; corn oil,  $11@11\frac{1}{2}$ c lb.; peanut oil in bbls., deodorized,  $14\frac{1}{4}@15\frac{1}{4}$ c lb.; crude,  $9\frac{1}{2}@10$ c lb.

Prime city tallow, (special), nominal 8c per lb.; dynamite glycerine, nominal,  $17\frac{1}{2}@18$ c lb.; saponified glycerine, 88 per cent, nominal, 12c per lb.; crude soap glycerine, nominal, 11 to  $11\frac{1}{2}$ c lb.; chemically pure glycerine, nominal,  $24@24\frac{1}{2}$ c lb.; prime packers' grease, nominal,  $6\frac{1}{2}@7$ c lb.

### BRUISED LIVESTOCK LOSSES.

(Continued from page 17.)

#### Hip and Rump Bruises.

One of the greatest losses that we have to contend with is the loss due to hip and rump bruises. If you gentlemen could go into a packinghouse, onto the cooling floor, and see these hip and rump bruises, and then follow that after it has been trimmed out on instructions by the Government inspector, take that same carcass and follow it through to the salesroom, and see the amount that this carcass is discounted because of its unsightly appearance, you

would appreciate what a great economic loss it is to the packers.

We had a meeting at our plant last night and we were discussing beef. It was an instructional meeting, and one of the boys said: "The buyer is expected to look through the skin of an animal and find what there is on the inside." He said: "He can nearly always tell whether it is lean beef, or whether it is fat beef, or the condition of the beef, but one thing he cannot tell is whether it is bruised."

And it was one of the things that this buyer was complaining of, that he could not buy cattle and estimate the amount of loss that he was going to have in the cooling and grading, on account of the fact that he could not look through the skin and find out whether it was bruised.

Our committee also put out some 17,000 copies of this "Stop Abusing Livestock" placard that you see. It says: "Stop abusing livestock. Help save the food supply. Every blow means a bruise. Bruises mean wasted meat. By the request of \_\_\_\_\_" whosoever it might be in the particular territory. In the Chicago yards I believe they are stamped by the superintendent of the yards; in Kansas City perhaps by the superintendent of the yards. In other sections I believe the "king bee" to sign them is the division superintendent, or maybe the livestock agent. I don't know just who signs them. We have had so many calls for this that although we have gone through our first edition and another, we find that our appropriation has been exhausted.

I don't know whether these booklets appeal to you. They have appealed to a great many of the railroads. A great many of the railroads have seen fit to ask for more of them, and we have told them that they would be given them as far as they would go, until the supply was exhausted, and then the next best thing was to tell them that we would get another edition printed.

#### Expense of This Publicity.

I have some figures on the cost. These cost \$818 per 25,000. That was not the original cost, because the original cost included the setting up, and this is simply

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a reprint. And those placards were something like \$439. I just mention these figures so that if any of you feel that you would like these things, we will be glad to see that you receive them. I don't know just what to say with reference to the payment, because as I say, our appropriation at the moment is exhausted.

We have had a great deal of publicity, not only publicity for the activities of the Institute, but we have gathered a good deal of publicity, or a considerable portion of the publicity, that this committee has given. It is estimated that during the past year there have appeared articles on the bruising of livestock for which the Institute was directly responsible, in fifty to seventy million copies of magazines, periodicals, newspapers, farm journals, livestock papers, and so forth.

#### Co-operation On All Sides.

I want to add this, that we have had the closest co-operation of every interested or even disinterested party in our work. The railroads have given it splendid co-operation; the livestock journals have thrown their pages open to us. As for the farm journals and the daily newspapers, they have been especially gracious to us in giving space, so I feel that we have accomplished much. As Mr. Brown has said, we feel we have accomplished in this past year a great deal more than we ever dreamed could have been accomplished in so short a time.

Our first activity this year was to send out to our own members—I refer to this year, our year ends with the holding of our annual convention—this year it was held in September at Atlantic City—we sent our circulars to all of our own members.

The process as mentioned by Mr. Carmichael—the cause of bruises—might be divided into four portions. It is our part more especially to care for the livestock after it passes the scale until it reaches the shackling or sticking pen. This is a copy of a letter that was issued by our committee, and if you will bear with me, I will read it:

#### Bulletin Sent to Packers.

Dear Sir:

"You will be glad to know that the efforts of the Committee on Bruised and Other Livestock Handling Losses are receiving hearty co-operation from shippers, commission men, stockyard companies, railroads, producer organizations, and other agencies. A great deal of educational material has been distributed and put to fine use. Every one seems to realize that a reduction of losses occasioned by bruises and other preventable causes would mean a real dollars-and-cents saving.

"One of the commission firms, co-operating in our efforts by assisting in the distribution of our material, suggested that the Institute should carry on some of its missionary work very close to home. He stated that a good deal more care could be exercised in driving livestock. I believe this is a fair criticism of most of us.

"Accordingly, this same letter is being sent to every member of the Institute, with a request that each member express his willingness to do what he can to eliminate preventable losses on livestock during the process of handling.

"It was agreed by the committee that members should be urged to see that gates and alleyways of driveways and house pens are kept in good condition so that they may be opened and closed readily and completely; that sharp centers along driveways and in house pens should be eliminated. This is deemed especially important at the entrance to the cattle-knocking pens and hog shackling pens. Beating of hogs with shackle chains should not be allowed.

"The committee feels that especial at-

tention should be paid to instruments used by the drivers. Clubs, of course, should be discarded. Various sorts of proper and improper driving instruments were described rather fully in our booklet, 'Livestock Losses and How to Reduce Them,' which previously was sent to you.

"Now that winter is approaching, with the usual prospect of a great number of 'spready' hogs and cattle, members are urged to see that floors of driveways and pens are kept in condition to prevent the animals from slipping. Proper bedding for hogs in cold weather will avert a good many cases of frost bites and effect a real saving.

"Possibly all of the measures just suggested have been taken by your company. Possibly some of the committee's suggestions are not applicable in your locality. In any event, the committee would appreciate some expression from you on receipt of this letter and some assurance that all members of the Institute will co-operate with us in our efforts. We feel sure, of course, that they will do so, but the committee is trying very hard to be of service to the membership and for that reason ventures to ask each member to record his willingness to do, so far as he can, what may be helpful in his locality."

We are following that up to see that we get expression from these 220 members of our Institute, and see that they will comply with our request and follow up these things that cause the losses, and have them prevented.

#### The Value of Local Work.

One of the pet schemes that we have also evolved was this sub-committee proposition, which we were going to have in each livestock market in the country. When President Brown issued this last call, we decided that we would not do anything until this session today, and I hope that in the appointment of these committees for these various markets that you will appoint as the packers' representative a man who will work very closely with your committee, and who will also keep us fully advised of the activities that have been taken.

We also have the country divided into certain territories, and we are placing in charge of these territories men to whom the work of the Institute is more thoroughly given. We are asking that these men take their particular territory and see that the committees that are appointed, that is, our portion of those committees, are taking care of their work, are doing all that is possible to reduce these preventable losses.

And a great many of the losses that we think are not preventable are preventable. For instance, the one with reference to spready hogs. And another thing, if you will have a little salt or a little ashes sprinkled on your runway to keep your hogs or cattle from slipping, it will help, because if this is serious, it reacts upon the shipping company and is a loss to you as well as to ourselves.

#### Railroad Service Is Better.

The railroad schedules are improving unquestionably. I won't attempt to give the percent of motive power that is in good condition, but it is improving. The Lord knows the boost you railroad men gave us on rates ought to improve something. Your motive power is improving, you are improving your cars just as rapidly, I believe, as you possibly can. This is going to prevent losses, and it is something, I am sure everything is being done that possibly could be done.

In reference to the Kansas City incident that was mentioned this morning, whenever you gentlemen see any inhumanity, whenever you see any hogs or cattle or anything mistreated in the way of livestock, I hope that in each case you will bring this to the attention of the local sub-commit-

tee, and if you haven't any sub-committee, I will be very glad to have you forward that, either to myself, as a member of this bruised livestock committee, or somewhere else, so that action can be taken on it immediately. Our success depends upon eternal vigilance, and unless everyone of us gives that vigilance that the enormity of this great cause demands, we are not doing all that we should.

Gentlemen, I did not come with any set speech. I did not have anything except a few things that I had on my mind. I thank you for your attention. I want to say in closing that if there is any way that any of your committees can use the committee on bruised livestock of the Institute of American Meat Packers, call on us freely and we will do everything that is in our power to see that the best that can be done is done. I thank you. (Applause.)

#### AMERICAN COTTON OIL FINANCES.

The annual report of the American Cotton Oil Company for the fiscal year ending August 31, 1920, reveals the effects of the recent marked slump in values of cottonseed products. Though the company's net earnings early in the year were the largest on record, it reduced its inventory values in common with other corporations and took its losses as packers and others have done, showing a deficit after paying taxes and charges of \$2,392,531. It is noted, however, that the usual dividend announcement was made last week.

In commenting on the situation, President William O. Thompson says in his report to shareholders:

"For the first five months of the fiscal year the net earnings of the company were the largest in its history. This was much more than offset, however, by a decline during the balance of the year of over \$40 a barrel in the price of cottonseed oil alone, and the price of other oils and fats vital to the company's business declined proportionately. Inventory values were accordingly reduced to a basis consistent with the low prevailing market, since which substantially all of such values have been realized.

"The sales of edible products, in common with the sales of others in the industry, suffered a severe decline in volume, resulting in large operating losses; but the sale of soap products, considering the general business, has been satisfactory, and did not share the conditions prevailing in the edible oil industry.

"The company's operations for the year showed a loss of \$1,542,531, which, added to interest and dividends paid, amounts to \$3,611,560, by which amount the surplus has been decreased.

"The properties of the company have been fully maintained and ample provision made for depreciation."

The balance sheet of the company shows a big increase in the item of inventory, this amounting to \$13,326,640, as compared with \$8,640,315 in the preceding year.

#### CRUSHERS' INSPECTION CHARGES.

On account of increased expenses the Executive Committee of the Interstate Cottonseed Crushers' Association has raised the charges for weighing and sampling. The new rates are as follows: New Orleans—For sampling oil, \$5.00 per tank car; for weighing oil, \$5.00 per tank car; for weighing and sampling cottonseed cake and meal, 12c per ton. Savannah—For sampling oil, \$5.00 per tank car; for weighing oil, \$5.00 per tank car; for weighing and sampling cottonseed cake and meal, 15c per ton.

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Markets Weak—New Lows Reached—Cotton Oil Active—Export Demand Fair—Domestic Trade Slow—Financial Conditions a Factor.**

The important development in the vegetable oil market again took place in cottonseed oil on the New York Produce Exchange, where prices declined nearly a cent a pound during the week to new low levels for the season, December selling below ten cents a pound, which represented the first sales below that level in about four years. The other oils and allied greases were weaker, and were practically all at the season's lows, or in new low ground for the downward movement, but the developments outside of the cotton oil market were not so pronounced.

Operations in the future market were maintained on a fair scale, and although prices rallied at one time some thirty to forty points, the undertone was not strong and the bulges only brought out increased pressure from practically every quarter, with a sharp break resulting on Wednesday. Support was very limited, and the buying was largely for shorts. There was considerable liquidation, with many stop loss orders uncovered, and quite heavy selling by houses representing the west

and Wall Street, while the professional element pressed the market on the decline.

Crude oil offerings loosened up materially as the market gave way, which added increased pressure to the market in the way of hedging sales by refiners. There were few bright spots in the situation, and the news on the whole was mainly regarded as in favor of still lower levels. With the exception of oversold conditions at times, and moderate rallies, sentiment appeared to be generally against the market, and with prices approaching the ten-cent level for the nearby position, there was an inclination to lower predictions on January to nine cents for the near future.

The outstanding bear factor the past week continued to be the financial situation. The developments in the financial market led to much uneasiness amongst the already discouraged holders, and this was added to by the appointing of a receiver in equity for E. S. Kuh & Valk Co., a large New York house, closely identified with the oil, grease and provision business. The receivership had little influence on prices, as the firm's open interest was very small, and it was rumored that the accounts had been transferred previous to the court's action. Financial con-

ditions are such as to check enthusiasm on the long side, and are undoubtedly making for caution in every line of business.

There is no doubt that the poor domestic demand is due to the tightness of money and to the inability to secure credits, and this condition, which appears to be world-wide and is making for more rapid wartime readjustment of prices than would be popular in many important quarters. Deflation, however, and poor business conditions are exerting considerable effect on all markets, and it would be impossible for cottonseed oil to withstand the trend of the times.

During the week crude oil came out in much larger volume, and prices in the southeast were off  $\frac{1}{4}$ c per pound from a week ago, with sales in the southwest as low as seven cents, while in Texas the market was reported down to a  $6\frac{1}{2}$ c basis. The holding movement appeared to have been broken to some extent, this being partly the result of the big drop in cotton to new low levels for the season, and the break in oil futures. Tallow was off  $\frac{1}{4}$ c per pound to  $7\frac{3}{4}$ c for special loose, oleo stearine was nominally a half cent lower and quoted at 10c asked, while greases dropped a half cent, with choice house and yellow quoted at  $5\frac{1}{4}$ @ $5\frac{1}{2}$ c. The corn market dropped sharply to new lows for the season, hogs were under pressure owing to increased receipts, the average price at Chicago getting below thirteen dollars, while the provision market, with

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Main Laboratories: Carolina Branch: Atlanta, Ga. Wilmington, N. C.

the exception of November lard, was weak, and caused much selling of cotton oil at times.

Export business continued fair, and sales within the past week were placed at about 25,000 bbls., mainly to Holland, and believed to be largely for Germany. Some of the business was transacted at prices of eleven cents for butter oils, but sales were made later in the week at about 11½c. The foreign buying has continued rather persistent the past two months or so, but it has not been of sufficient volume to take the surplus offerings out of the ring, and has not been sufficiently large to cause any material apprehension in regard to supplies. This is due to the fact that domestic consumption continues to run far below normal. Consumption the first three months of the year has been about 559,000 bbls. against 459,000 last year; the consumption in October was about 174,000 bbls. against 239,000 last year and against a normal consumption for that month of about 275,000 bbls. An analysis of the consumption for the first quarter of the year follows, the fig-

ures being for refined oil:

	Three months, Three months,	
	1920 1919	
Stocks, beginning period	297,741,000	148,489,000
Produced, three months	110,558,000	161,515,000
Imported (estimated)	300,000	8,432,000

Total supply	408,599,000	318,436,000
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Exports	15,056,000	26,474,000
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Stock end of period	170,017,000	108,489,000
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Total	185,073,000	134,958,000
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Apparent consumption	223,526,000	183,478,000
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The consumption equals in barrels 559,-

315 this year for three months against

458,690 last year.

The apparent consumption during the month of October was this year 174,000 bbls. against 239,000 last year.

The figures for crude oil indicate that the production was sixty million pounds less than last year, and the amount shipped out fifty million pounds less.

The Census Bureau report on cottonseed and products for October in full follows:

Cottonseed	1920	1919
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Stock Aug. 1, tons.	32,000	24,000
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Received Aug. 1-Oct. 31	1,215,000	1,559,000
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Crushed, same time	773,000	974,000
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On hand Oct. 31	473,000	600,000
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Crude Oil		
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Stock Aug. 1, lbs.	19,830,000	25,496,000
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Produced Aug. 1-Oct. 31	237,737,000	297,707,000
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Shipped out, same time	178,459,000	228,042,000
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On hand Aug. 31	105,851,000	115,150,000
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Refined Oil		
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Stock Aug. 1	295,905,000	148,489,000
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Produced Aug. 1-Oct. 31	110,559,000	161,516,000
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Stock Oct. 31	170,017,000	103,484,000
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Cotton Oil Imports		
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Three months	Unavailable	8,432,000
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Exports, same time	15,057,000	26,474,000
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Cottonseed Oil	—Market transactions.	
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Thursday, November 11, 1920.

Market closed weak.

Range	Sales	High	Low	Bid	Asked
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Spot	1080	a	1080		
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Nov.	1070	a	1080		
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Dec.	1067	a	1070		
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Jan.	3100	1091	1071	1070	a
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Feb.	1080	a	1090		
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Mch.	4600	1115	1102	1104	a
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Apr.	1105	a	1120		
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May	200	1142	1140	1120	a
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June	1120	a	1145		
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Total sales	8,300	Prime crude S. E.	765 sales.		
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Friday, November 12, 1920.

Market closed weak.

Range	Sales	High	Low	Bid	Asked
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Spot	1071	a	1071		
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Nov.	1012	a	1060		
------	------	---	------	--	--

Dec.	1100	1050	1040	1038	a
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Jan.	6500	1060	1048	1045	a
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Feb.	1055	a	1069		
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Mch.	4800	1094	1072	1076	a
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Apr.	1083	a	1090		
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May	500	1110	1109	1100	a
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June	1105	a	1120		
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Total sales	16,600	Prime crude S. E.	725-750 sales.		
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Total sales, 13,500. Prime crude S. E., 755 sales.

Saturday, November 13, 1920.

Market closed firm.

Range	Sales	High	Low	Bid	Asked
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Spot	1052	a	1052		
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Nov.	1045	a	1055		
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Dec.	400	1050	1045	1043	a
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Jan.	1800	1056	1048	1049	a
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Feb.	.....	.....	.....	1050	a
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Mch.	3200	1091	1073	1073	a
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Apr.	.....	.....	.....	1075	a
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May	1200	1115	1119	1095	a
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June	.....	.....	.....	1095	a
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Total sales	7,600	Prime crude S. E., 750 sales.			
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Monday, November 15, 1920.

Market closed strong.

Range	Sales	High	Low	Bid	Asked
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Spot	1050	a	1050		
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Nov.	1060	a	1080		
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Dec.	1500	1065	1020	1050	a
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Jan.	8600	1077	1036	1063	a
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Feb.	.....	.....	.....	1065	a
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Mch.	4400	1105	1067	1086	a
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Apr.	.....	.....	.....	1092	a
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May	2600	1130	1087	1112	a
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June	.....	.....	.....	1115	a
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Total sales	17,100	Prime crude S. E., 750 sales.			
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Tuesday, November 16, 1920.

Market closed weak.

Range	Sales	High	Low	Bid	Asked
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Spot	1050	a	1050		
------	------	---	------	--	--

Nov.	1014	a	1092		
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Dec.	2400	1020	998	1005	a
------	------	------	-----	------	---

Jan.	5100	1030	1005	1010	a
------	------	------	------	------	---

Feb.	.....	.....	.....	1015	a
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Mch.	7600	1075	1035	1040	a
------	------	------	------	------	---

Apr.	.....	.....	.....	1043	a
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May	1100	1085	1060	1060	a
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June	.....	.....	.....	1060	a
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Total sales	16,600	Prime crude S. E., 700 sales.			
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Thursday, Nov. 18, 1920.—Cottonseed oil closed 59@65 points net lower. Sales, 18,700 bbls. Tenders, 300 bbls.; prime crude, 7c asked; prime summer yellow spot, nominal; December, 9.40c; March, 9.76c; May, 10c.

(Continued on page 32.)

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## MANUFACTURERS OF COOKING FATS AND SALAD OIL REFINERS OF VEGETABLE OILS FOR MANUFACTURE OF MARGARINE

### Production, Consumption and Stocks of Fats and Oils

The factory production of fats and oils, exclusive of refined oils and derivatives, during the three-month period ended September 30, 1920, as compiled by the Bureau of the Census, was as follows: Vegetable oils, 250,289,451 pounds; fish oils, 26,244,350 pounds; animal fats, 343,000,091 pounds; and grease, 79,791,840 pounds; a total of 699,325,732 pounds.

Of the several kinds of oils and fats covered by the inquiry the greatest production, 271,563,430 pounds, appears for edible and neutral lard. Next in order are linseed oil, with 126,137,706 pounds; tallow, with 69,883,625 pounds; cottonseed oil, with 51,875,320 pounds; and coconut oil, with 33,607,312 pounds.

The production of refined oil during the three-month period was as follows: Cottonseed, 51,523,813 pounds; coconut, 36,547,190 pounds; peanut, 25,390,184 pounds; soya-bean, 7,810,319 pounds; and corn, 21,248,547 pounds.

The data for the production, consumption, imports, exports and stocks of fats and oils for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

VEGETABLE OILS.		Stocks Sept. Production.	Consumption.	Sept. 30, 1920.
		Pounds.	Pounds.	Pounds.
Cottonseed, crude.	51,475,320	63,185,040	31,357,305	
Cottonseed, refined.	51,523,813	183,159,380	170,688,673	
Peanut, virgin and crude	3,498,331	28,779,358	33,163,513	
Peanut, refined	25,390,184	35,366,422	15,406,550	
Coconut or copra, crude	33,607,312	65,047,987	94,008,307	
Coconut or copra, refined	36,547,190	55,583,289	27,557,920	
Soya-bean, crude	21,221,470	25,272,453	6,844,651	
Corn, crude	21,248,547	5,761,167	11,994,173	

Soya-bean, refined.	7,810,319	8,193,452	12,955,503
Olive, virgin and crude	497,116	4,239,373	
Olive, refined	3,006	494,213	3,280,762
Palm-kernel, crude.	303,497	663,733	551,896
Palm-kernel, refined	270,111	511,468	446,488
Hazelnut	107,047	2,308,660	8,976,548
Linseed	126,137,706	57,309,612	77,503,033
Chinese wood or tung	11,866,648	21,256,957	
Castor	1,375,838	3,876,677	
Palm	6,179,584	5,566,028	8,904,173
Chinese vegetable tallow	871,269	402,327	
All other	359,584	2,485,711	7,370,829

#### FISH OILS.

Cod and cod-liver.	544,056	665,803	1,614,742
Menhaden	13,097,733	4,453,654	18,192,073
Hake	5,877,175	1,764,358	11,932,438
Herring	2,587,285	682,609	6,814,739
Sperm	1,587,726	509,382	4,713,043
All other (including marine animal)	2,973,501	7,708,206	6,300,247

#### ANIMAL FATS.

Lard, neutral	12,656,602	9,248,278	5,060,601
Lard, other edible	258,906,228	60,499,929	95,248,586
Tallow, edible	7,949,400	5,862,043	4,830,153
Tallow, inedible	61,934,165	34,180,850	56,653,099
Neat's-foot oil	1,558,086	295,741	1,590,974

#### GREASES.

White	11,412,150	15,086,977	7,924,261
Yellow	8,877,482	7,640,888	8,995,967
Brown	7,692,903	14,936,104	12,662,194
Bone	7,552,760	1,535,596	5,304,744
Tallowage or house	24,884,682	2,837,285	12,815,132
Wool	12,513,966	6,953,471	11,710,242
Recovered or degras	3,125,387	1,821,452	1,440,166
All other	1,906,239	1,196,817	3,578,324

#### DERIVATIVES.

Acidulated soap stock	8,068,212	19,182,264	17,657,782
Cottonseed foots	19,651,412	34,332,728	14,792,308
Cottonseed foots (dis- tilled)	1,396,250	5,384,265	6,783,140
Other vegetable foots	11,392,224	6,944,417	4,398,045
Other vegetable foots (distilled)	526,727	194,957	924,198
Fatty acids	10,604,643	11,129,657	10,743,116
Fatty acids (dis- tilled)	24,011,780	15,277,480	7,181,491

#### ACIDULATED SOAPS.

Glycerin, crude 80%	14,686,578	16,741,904	6,073,742
Glycerin, dynamite	9,246,797	10,034,030	10,962,045
Glycerin, chemically	8,000,178	628,493	3,041,274
Hydrogenated oil	53,068,121	10,856,100	13,600,850
Lard oil	5,226,100	1,907,792	3,549,671
Oleo oil, edible	27,763,950	16,848,064	14,374,888
Red oil	7,557,647	4,123,302	7,472,168
Stearic acid	4,961,571	1,626,900	3,087,581
Animal stearin, ed- ible	15,631,143	14,033,820	4,345,028
Animal stearin, in- edible	3,614,122	4,123,126	3,184,217
Vegetable stearin	3,951,111	5,098,555	3,342,007

Miscellaneous soap stock ..... 1,174,390 7,486,112 3,262,102

NOTE—In some cases products are prepared by a continuous process, and intermediate products which sometimes appear on the market under their own names are not reported.

#### RAW MATERIALS USED IN PRODUCTION OF VEGETABLE OILS.

Ton of 2,000 lbs.	
Consumed	
Kind	
Cottonseed	179,055
Peanuts (hulled)	3,716
Peanuts, in the hull	2,311
Coconuts and skins	25,788
Corn germs	410
Flaxseed	41,106
Castor	183,188
Rapeseed	4,161,632
Mustard seed	845
Palm kernels	688
Palm oil	323
Other kinds	525

Imports and exports of fats and oils for the quarter ending September 30, 1920, are as follows:

#### IMPORTS OF FOREIGN FATS AND OILS.

Kind		Pounds.
Cottonseed oil		487,180
Coconut oil		50,536,638
Palm oil		15,160,150
Linseed oil		20,207,378
Soya-bean oil		9,449,918
Olive oil		4,161,632
Rapeseed oil		18,086,662
Chinese-nut oil		7,867,702
Linseed oil		11,418,096
Palm oil		1,403,651
Palm kernel		3,526,066
Sulphur oil or olive foots		2,640,638
Other vegetable oils (value)		4,462,550
Cod and cod-liver oil		2,272,501
Tallow		302,038
Oleo stearin		6,155,062
All other animal		773,512
Glycerin, crude		6,495,545
Greases not elsewhere specified		

#### EXPORTS DOMESTIC FATS AND OILS.

Kind		Pounds.
Cottonseed oil		11,239,620
Coconut oil		2,004,188
Soya-bean oil		1,220,450
Peanut oil		183,461
Linseed oil		1,282,150
Corn oil		1,282,150
Other vegetable oils (value)		330,284
Vegetable stearin		111,528
Fish oil		279,952
Lard, edible		124,408,577
Lard, neutral		2,932,757
Tallow		5,234,223
Oleo oil		13,313,514
Lard oil		129,202

(Continued on page 31.)



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316 Austin Avenue  
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*Sole Agents in America of*

**"GRASSO'S" WORLD FAMOUS MARGARINE MACHINERY**

**FAT AND OIL STATISTICS.**

(Continued from page 29.)

Other animal oils	819,892
Animal stearin	2,906,065
Glycerin	472,779
Soap stock and other greases (value)	\$1,252,250

**EXPORTS FOREIGN FATS AND OILS.**

Kind	Pounds.
Coconut oil	196,501
Cottonseed	32,080
Olive oil	86,572
Soya-bean oil	376,284
Palm oil	15,405
Peanut oil	4,928
Linseed	750
Chinese-nut oil	890,940
Sulphur oil or olive foots	400
All other vegetable oils (value)	\$10,278
Glycerin, crude	44,000
Cod and cod-liver oil	19,372
Other animal oils	54,090

**COCONUT OIL AND COPRA IMPORTS.**

Imports during the month of September of cocoanut oil, copra and cocoa butter, by countries, are reported by the Department of Commerce as follows:

**COPRA.**

	Not shredded	Shredded	Shredded	Shredded
	desiccated	desiccated	desiccated	desiccated
	or	or	or	or
	prepared.	prepared.	prepared.	prepared.
	Lbs.	Lbs.	Lbs.	Lbs.
Canada	2,860			
Panama	11,373			
Brazil	9,449			
Colombia	27,900			
Other British East Indies				2,567,938
Dutch East Indies	3,278,333			
Australia	3,457,910			
Other British Oceania	1,146,027			
French Oceania	290,408			
Other Oceania	2,910,288			
Philippine Islands	8,949,400			
British East Africa	16,500			
Total	20,010,448			2,567,938
		Cocoanut	butter or	
		Lbs.	butterine.	Lbs.
Canada	1,256,661			160
Other British East Indies	815,779			
Dutch East Indies	2,115,990			
Japan	74,110			
Philippine Islands	7,291,802			
Total	11,554,342			160

**VEGETABLE OIL IN CHINA.**

The cotton crop in Northern China is reported as being very good this year, and cottonseed oil is down to about 12 cents a gallon. The bean crop, however, has been seriously injured by drought. Bean oil is used as a substitute for cottonseed only when the price is lower, which would now have to go down to about 9 cents, to compete on the market, as bean oil is not as good as cottonseed oil for edible purposes. This is also true of cocoanut oil, which has dropped in price from 24 to 14 cents a gallon in the Philippines.

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**Vegetable Oils, Copra and  
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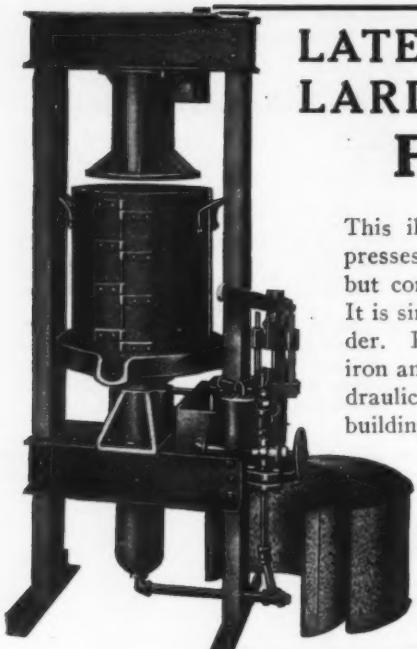
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## SOUTHERN MARKETS.

### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Nov. 18, 1920—Seven per cent cotton seed meal, \$37 to \$40 in car lots, market very dull and narrow and for prompt shipment only. Hulls, \$11 to \$13 for loose; \$15 to \$17 for sacked; prices firm but business small. Practically one-half the oil mills in Georgia are not running and stocks are moderate to small. Crude oil is quoted today at 6 3/4c., with very few bids out at that price. Trade conditions are very quiet.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 18, 1920.—Prime crude cottonseed oil dull at 6 3/4c. Good 7 per cent meal weak at \$35. Hulls steady at \$7.50 loose, \$12 sacked.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 18, 1920.—Clear and warmer weather favors picking and ginning cotton. Probably less than 50 per cent of the seed ginned is sold to crushers. Market for products extremely dull. Some sales of crude oil at 6 1/4 to 6 1/2 cents. Slab cake \$35.50 at ports for export. Cracked cake and meal, \$34 f. o. b. mills for prompt shipment. Slab cake, \$30 to \$34. Some mills are burning their hulls.

## VEGETABLE OIL MARKETS.

(Continued from page 28.)

COCOANUT OIL.—The market continued rather quiet with the undertone easier and prices slightly lower. Offerings showed some increase and buying operations continued to be made with much caution. The break in cotton oil attracted much attention. Manilla oil was maintained around 12c prompt shipment sellers tanks f. o. b. the coast but future shipment was 11 3/4 @ 11 1/2. Ceylon in barrels at New York was quoted at 15@15 1/4, Cochin 15 1/2@16 and deodorized 17 1/2@18.

CORN OIL.—The market continued very quiet and was barely steady. Offerings, however, are not large. At New York crude was quoted at 11@11 1/2c, refined in barrels 15 1/4@15 1/2, and in cases at \$1.46 1/2.

PEANUT OIL.—The market was very slow and was weaker. Demand came mostly from shorts, consumers pursuing a holding off policy. Oriental in sellers tanks f. o. b. the coast sold at 9 1/2c and deodorized in barrels at New York was quoted at 14 1/2@15 1/2.

PALM OIL.—The market lacked special feature but was barely steady with the rest of the list. Largos in casks was quoted at 9 1/2@9 1/2, niger 9@9 1/2, and palm kernels in barrels at 14 1/4@14 1/2.

SOYA BEAN OIL.—Developments the past week showed little change from those prevailing for some time past. Consumers showed little interest and the market while barely steady was not pressed for sale. Sellers tanks from the coast were held around 8c for prompt shipment while future shipments were quoted at 8@8 1/4. Crude oil in bbls. was very dull at New York with the weakness in linseed oil a depressing factor. Crude oil was quoted at 11@11 1/2 in bbls. and deodorized at 13@14c.

## CRUSHERS' CHICAGO INSPECTORS.

Announcement is made of the appointment of Harry Boore, Board of Trade, Chicago, to the position of official weigher and inspector for the Interstate Cotton Seed Crushers' Association at Chicago, his appointment effective since November 4, 1920. The Chemical & Engineering Co., 431 So. Dearborn Street, Chicago, also hold position as official weighers and inspectors for the Interstate Cotton Seed Crushers' Association at Chicago.

## THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

## Provisions.

Provisions broke sharply late in the week with a drop in hogs and corn to the lowest levels in four or five years, the unsettled financial markets and new lows for the season in cotton and cotton oil. Liquidation was on the November lard. Shorts were apparently run in. Hog receipts were heavier, cash trade was slow and sentiment was more against product prices. The average price on hogs at Chicago dropped to around \$12 per hundred, the lowest levels seen in the past four years. Hogs dropped fifty cents Friday and product was sharply lower.

## Cottonseed Oil.

Cotton oil was demoralized late in the week, the whole list breaking sharply to new levels on the crop and the lowest levels in about four years, with all months below the 10 cent level. Southern liquidation and general selling, due to the weakness in all commodities and the unsettled financial conditions continued the features. No support was in evidence, the buying being largely for shorts. Crude oil was weak with rumors of sales at 6 1/4 in the southeast and 6 1/2 in Texas. The market has declined 2 to 2 1/2 cents from the high of the month, while the nearby positions are off about 8 1/2 cents from the season high and the distant months 3 to 4 1/2 cents. There was some change in sentiment on the slumps.

Closing quotations on cottonseed oil on Friday: December, \$8.94@9.00; January, \$9.13@9.18; March, \$9.42@9.43; May, \$9.60@9.62.

## Tallow.

Special loose at 7 3/4c.

## Oleo Stearine.

Quoted at 10c. Extra oleo oil, 19c.

## FRIDAY'S GENERAL MARKETS.

## Lard in New York.

New York, Nov. 19, 1920.—Spot lard at New York prime Western, \$20.00@20.10; Middle West, \$19.25@19.50; city steam, \$18.37; refined continental, \$22.75; South American, \$23; Brazil kegs, \$24; compound, \$13.50@13.75.

## Marseilles Oils.

Marseilles, Nov. 19, 1920.—Copra fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

## Liverpool Produce Market.

Liverpool, Nov. 19, 1920.—(By cable.)—The British Government has control of the market and no quotations are available. Australian tallow at London, 65@78s.

## Hull Oil Markets.

Hull, England, Nov. 19, 1920.—(By cable.)—Refined cottonseed oil, 56s; crude, 50s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Nov. 19, 1920, show exports from that country were as follows: To England, 15,816 quarters; to the Continent, 43,582 quarters; to other ports, none. Exports for the previous week were as follows: To England, 120,126 quarters; to the Continent, none; to other ports, 24,689 quarters.

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Nov. 13, 1920, with comparisons:

Western dressed meats:	This week.	Last week.
Steers, carcasses	2,307	2,245
Cows, carcasses	1,020	875
Bulls, carcasses	13	38
Veal, carcasses	1,155	1,691
Lambs, carcasses	4,924	6,117
Mutton, carcasses	2,748	2,398
Pork, lbs.	358,908	446,939
Local slaughters:		
Cattle	2,517	2,452
Calves	1,883	1,349
Sheep	8,855	7,953
Hogs	21,247	17,006

## FOREIGN EXCHANGE SITUATION.

[Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.]

Monetary Country, Unit.	Par value in U. S. money.	Unit value on Nov. 18.
Austria—Krone	\$ .203	\$ .0035
Belgium—Franc	.193	.0650
Czecho-Slovakia—Krone	*	.0125
Denmark—Krone	.268	.1360
Finland—Finmark	.193	.0250
France—Franc	.193	.0065
Germany—Mark	.238	.0145
Great Britain—Pound	4.866	3.46
Greece—Drachma	.193	.0890
Italy—Lira	.193	.0375
Japan—Yen	.498	.5125
Java-Silva—Krone	*	.0078
Netherlands—Florin	.402	.0360
Norway—Krona	.268	.1360
Poland—Polish mark	*	.0037
Romania—Leu	.193	.0147
Russia—Rouble	.515	*
Servia—Dinar	.193	*
Spain—Peso	.193	.1310
Sweden—Krona	.268	.1930
Switzerland—Franc	.193	.1000
Turkey—Turkish pound	4.40	*

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Nov. 13, 1920, are reported to The National Provisioner as follows:

## CHICAGO.

Cattle.	Hogs.	Sheep.
Armour & Co. . . . .	8,778	24,700
Swift & Co. . . . .	7,762	18,300
Morris & Co. . . . .	6,076	12,700
G. H. Hammond Co. . . . .	3,471	11,500
Anglo-Amer. Prov. Co. . . . .	638	7,900
Libby, McNeill & Libby . . . . .	1,051	*
Brennan Packing Co. . . . .	3,600	hogs; Boyd-Lunham & Co., 7,100 hogs; others, 16,500 hogs.

## OMAHA.\*

Cattle.	Hogs.	Sheep.
Morris & Co. . . . .	2,493	3,915
Swift & Co. . . . .	6,224	3,863
Cudahy Packing Co. . . . .	6,440	3,696
Armour & Co. . . . .	5,581	3,215
J. W. Murphy . . . . .	1,702	-----
Dold Packing Co. . . . .	247	-----

## \*Incomplete.

## KANSAS CITY.

Cattle.	Hogs.	Sheep.
Armour & Co. . . . .	5,578	7,163
Fowler Packing Co. . . . .	1,249	-----
Wilson & Co. . . . .	5,985	7,760
Swift & Co. . . . .	8,085	8,328
Cudahy Packing Co. . . . .	5,919	11,500
Morris & Co. . . . .	5,791	9,301
Butchers . . . . .	1,922	914

## ST. LOUIS.

Cattle.	Hogs.	Sheep.
Armour & Co. . . . .	6,070	9,025
Swift & Co. . . . .	4,578	6,539
Morris & Co. . . . .	4,391	6,340
St. Louis D. B. Co. . . . .	2,414	-----
Independent Packing Co. . . . .	1,649	5,985
American Packing Co. . . . .	253	171
East Side Packing Co. . . . .	265	3,391
Krey Packing Co. . . . .	205	4,196
Heil Packing Co. . . . .	32	2,419
Butchers . . . . .	928	29,164

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Nov. 13, 1920:

## CATTLE.

Cattle.	Hogs.	Sheep.
Chicago . . . . .	49,253	-----
Kansas City . . . . .	33,344	-----
Omaha . . . . .	27,443	-----
East St. Louis . . . . .	21,830	-----
St. Joseph . . . . .	8,031	-----
Sioux City . . . . .	9,619	-----
Cudahy . . . . .	850	-----
South St. Paul . . . . .	21,767	-----
Philadelphia . . . . .	4,400	-----
Indianapolis . . . . .	4,956	-----
New York and Jersey City . . . . .	11,097	-----
Oklahoma City . . . . .	4,963	-----

## HOGS.

Cattle.	Hogs.	Sheep.
Chicago . . . . .	11,164	-----
Kansas City . . . . .	38,949	-----
Omaha . . . . .	20,196	-----
East St. Louis . . . . .	16,164	-----
St. Joseph . . . . .	21,368	-----
Sioux City . . . . .	15,764	-----
Cudahy . . . . .	9,237	-----
Cedar Rapids . . . . .	7,100	-----
Ottumwa . . . . .	9,060	-----
South St. Paul . . . . .	44,831	-----
Fort Worth . . . . .	3,900	-----
Philadelphia . . . . .	21,247	-----
Indianapolis . . . . .	27,411	-----
New York and Jersey City . . . . .	33,771	-----
Oklahoma City . . . . .	4,578	-----
Milwaukee . . . . .	16,800	-----
Cincinnati . . . . .	17,100	-----

## SHEEP.

Cattle.	Calves.	Sheep.	Hogs.
Chicago . . . . .	61,384	-----	-----
Kansas City . . . . .	15,505	-----	-----
Omaha . . . . .	17,986	-----	-----
East St. Louis . . . . .	89,173	-----	-----
St. Joseph . . . . .	6,437	-----	-----
Sioux City . . . . .	5,008	-----	-----
Cudahy . . . . .	422	-----	-----
South St. Paul . . . . .	23,723	-----	-----
Philadelphia . . . . .	8,853	-----	-----
Indianapolis . . . . .	417	-----	-----
New York and Jersey City . . . . .	48,053	-----	-----
Oklahoma City . . . . .	198	-----	-----

## RECEIPTS AT CENTERS.

## SATURDAY, NOVEMBER 13, 1920.

Cattle.	Hogs.	Sheep.
Chicago . . . . .	5,000	6,000
Kansas City . . . . .	1,200	1,200
Omaha . . . . .	400	1,900
St. Louis . . . . .	400	4,500
St. Joseph . . . . .	200	4,000
Sioux City . . . . .	200	4,000
St. Paul . . . . .	6,000	8,000
Oklahoma City . . . . .	4,400	5,500
Fort Worth . . . . .	2,000	2,000
Milwaukee . . . . .	1,000	2,500
Denver . . . . .	8,000	14,500
Louisville . . . . .	2,400	2,500
Wichita . . . . .	3,300	1,000
Indianapolis . . . . .	1,200	10,000
Pittsburgh . . . . .	2,600	7,500
Cincinnati . . . . .	3,000	9,000
Buffalo . . . . .	2,000	15,000
Cleveland . . . . .	2,000	4,000
Nashville, Tenn. . . . .	300	3,000
New York . . . . .	5,600	10,200
Toronto . . . . .	300	1,000

## MONDAY, NOVEMBER 15, 1920.

Cattle.	Hogs.	Sheep.
Chicago . . . . .	39,000	28,000
Kansas City . . . . .	30,000	13,500
Omaha . . . . .	15,000	5,000
St. Louis . . . . .	9,000	14,500
St. Joseph . . . . .	3,200	4,000
Sioux City . . . . .	6,000	4,500
St. Paul . . . . .	28,800	9,500
Oklahoma City . . . . .	4,400	1,500
Fort Worth . . . . .	4,000	2,000
Milwaukee . . . . .	1,000	2,500
Denver . . . . .	8,000	14,500
Louisville . . . . .	2,400	2,500
Wichita . . . . .	3,300	1,000
Indianapolis . . . . .	1,200	10,000
Pittsburgh . . . . .	2,600	7,500
Cincinnati . . . . .	3,000	9,000
Buffalo . . . . .	2,000	15,000
Cleveland . . . . .	2,000	4,000
Nashville, Tenn. . . . .	300	1,000
New York . . . . .	5,600	10,200
Toronto . . . . .	300	1,000

## TUESDAY, NOVEMBER 16, 1920.

Cattle.	Hogs.	Sheep.
Chicago . . . . .	27,000	40,000
Kansas City . . . . .	21,000	20,000
Omaha . . . . .	22,000	5,000
St. Louis . . . . .	6,000	13,000
St. Joseph . . . . .	4,000	2,500
Sioux City . . . . .		

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES**—The big packers did not sell any hides Thursday. Delayed wire service owing to the eastern storm is supposed to be responsible for the lack of action. Small packers sold further lots of hides to tanners in this vicinity. One killer moved about 7,500 October and November all weight cows at 14c. Some operators seem to feel that the Novembers might have shaded a trifle. About 1,500 more October-Novembers sold at 14c. No further amplifications are available on the big movement which went in a number of directions. Total sales this week approximate 350,000 hides and bookings are expected to raise this number at least 200,000 more. Killers feel considerably relieved and anticipate a return of action before the week's end. Inquiries are a trifle more numerous but on account of the delayed wire service consummation of real business is thought to be only temporarily postponed. Native steers last sold at 21c. One tanning packer is moving a line to tanning account, but quantities and prices are withheld. Most buyers think quantities of natives should be sold at not over 20c. Heavy Texas last sold at 6c; lights 14c; extreme lights at 13c; butts 15c; Colorado 14c and branded cows at 13c. Heavy cows quoted nominally about 16-17c; most lots held considerably higher; lights 15-15½c paid; native bulls 13-14c; branded 11-12c.

**COUNTRY HIDES** quiet and featureless. No business going on. Inquiries are a trifle more numerous but prospective business is said to be of no greater size. Tanners are still analyzing the recent trading in packer hides to ascertain its bearing upon the country hide situation. Offerings of hides from the local and outside dealers

are no greater, in fact most sellers are inclined to withhold their stock from the market in anticipation of a stiffening influence being lent by the increased amount of activity prevalent in the packer and small packer markets. Tanners claim they are not receiving any signs of a revival in the interest for leather. They claim it will be necessary for leather movement to become more stable and active in order to influence them to operate with any degree of freedom in hides and skins. All weight country hides at outside points are quoted at 11-12c delivered basis as to descriptions and sections. Heavy steers here are quoted about 16-17c; heavy cows quoted at 14-15c; buffs quoted nominal at 12-13c and extremes at 13-15c as to lots and sections. Branded hides quoted at 9-10c flat asked; country packer branded hides quoted 10-11c; bulls quoted at 11-12c nominal; country packer bulls quoted at 12-12½c; glue hides at 5-6c asked.

**NORTHWESTERN HIDES** dull. Northwestern all weight hides are quiet. Offerings in the cities are at 12c while in the territory tributary to the Twin Cities, prices as low as 11c have been accepted on recent business. Some mixed cars of hides have been selling as low as 10c for the over 25 lbs. Bulls are generally priced at 11-12c. Kipskins quoted at 13-14c; calfskins quoted at 14-15c nominal; horse hides quoted \$4.25-4.50 flat f.o.b. nominal.

**CALFSKINS** slow. Local first salted city calfskins last sold at 18c. Offerings are now put out at 16-17c as to collectors and best bids returned are at 15c. No business has been done, but tanners think some of the collectors will likely sell at best prices obtainable within the next ten days as skins are being collected cheap enough to sell at low levels. Outside city skins are quoted at 15-16c nominal; country skins quoted at 14-15c. Deacons quoted at 60c-\$1.00 asked; kipskins quoted about 16c last paid for cities; outside skins quoted 14-15c and countries at 13-14c.

**HORSE HIDES** quiet. Renderer hides are available at \$5.00-5.50 as to lots and buyers are unwilling to better \$5.00 for the best qualities; Country run quoted at \$4.00-4.50 with the outside recently paid. Stocks are moderate. Collections are small on account of the low prices not warranting skinning of dead animals. Ponies and glues quoted at half levels; coltskins 50-75c.

**SHEEP PELTS** quiet. Packer sheep and lambskins are well cleaned up. Last sales were in a range of 80c-\$1.05; outside paid for especially heavy average lots. Dry pelts quoted at 16-17½c; pickled skins are quiet at \$6.00-7.50 nominal per dozen. Goatskins are quoted about 35-75c.

**HOGSKINS** quiet. Country run of skins quoted nominal about 25-40c; inside best bids; rejects half rates; Pigskin strips are quoted about 5-7c; inside bid; 2's quoted at 5-6c and 3's at 4-5c.

### New York.

**PACKER HIDES**—Quiet. No business is passing in New York packer hides as far as can be learned. Native steers are quoted nominal at 19@20c, but generally held higher. Spreads are considered worth about 21@21½c; cows quoted 16@18c; butts, 14c; Colorado, 13c, nominal; native bulls about 12½@13c. Quietness continues manifest in Eastern small packer hides. Last sales were about on a 14c basis. The movement in the Western packer and small packer markets has not resulted in increased activities in the east. A thousand Pennsylvania outside small packer native steers sold at 15c and that is bid on other lots but rejected so far.

**COUNTRY HIDES**—Quiet. No business of consequence going on or contemplated in country hides as far as can be discerned. Ohio and similar all weight hides are priced at 13c and middle west stock is quoted at 11½@12c. Western all weights quoted at 11@12c. Southern all weight hides are generally held about a dime. Some Northern southern extremes are reported sold in the Boston market at 10c. Ohio extremes are held for 14c and thought to be available at 13c with a firm bid. Tanners in the east cannot seem to work up any enthusiasm as long as the outlets in shoes are clogged. Leather stocks preclude active participation in the hide markets.

**CALFSKINS**—Middle Western untrimmed calfskins are offered on the Boston market at 17c and bids of 15c are returned. No business yet reported in these city goods. New York trimmed city calfskins are priced at \$1.60-1.90-2.30 last paid and nominal; Kipskins quoted \$3.00, and heavy end at \$4.00. Outside city skins recently sold at \$1.50-1.80-2.20. Country trimmed skins generally quoted about 25@50c under New York rates.

**HORSE HIDES**—Quiet. Renderer horse sold at \$5.00 again in the Philadelphia market. This seems to be the outside. Reports are around that better prices were obtained on New York city renderer hides. Country stock quoted down to \$4.00 bid; most lots held higher.

### COURT DECISIONS.

(Continued from page 18.)  
storage or for sale after breaking the original package."

### TRADE MARK DECISION.

**Time of Use Not Material in Trade Mark.** Wallace & Co. vs. Repetti Incorporated, 266 Fed. Rep., page 307, decided May 12, 1920, Circuit Court of Appeals, Second Circuit. "The right to the exclusive use of a trade mark does not depend on any particular period of usage; but having been adopted in good faith the right thereto inures and will prevail against any subsequent user. To establish abandonment of a trade mark as a defense, it is essential to show not only acts indicating a practical abandonment, but an intent to abandon."

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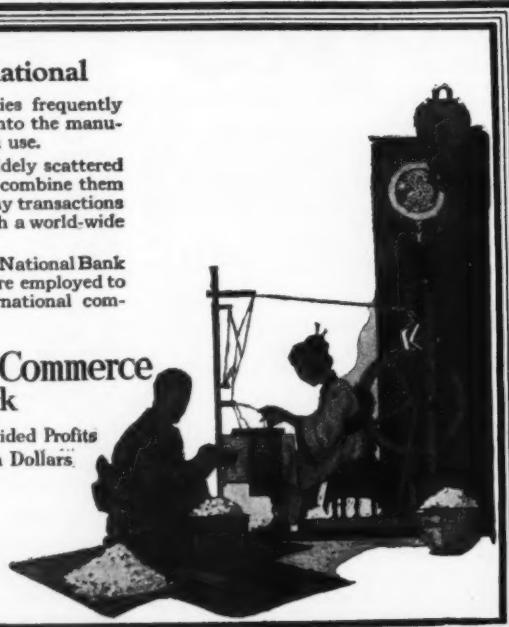
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## LIVE STOCK MARKETS

### CHICAGO.

(Special Letter to The National Provisioner.)

Union Stock Yards, Chicago, Nov. 18.

Under excessive receipts here and in the aggregate at other western points, the cattle market has been more or less demoralized and in virtually an unquotable condition all this week. Chicago alone received over 100,000 cattle in four days and normal Friday and Saturday receipts will establish a new yard record for one week. During the corresponding week last year 110,386 cattle reached Chicago, and two years ago this week receipts here were 109,692, forming the two largest weeks' receipts in the annals of this market. Ten points had a combined supply of approximately 332,500 during the first four days of the week, a gain of 45,000 over like period last week, but still about 21,000 short of the heavy marketing the corresponding period a year ago. Of Chicago receipts, around 28,000 were westerns and Canadians, supply of the latter being unusually heavy. Several factors contributed to the big marketings. The country has been cleaning up as usual at this season, preparatory to going into winter quarters, while a desire on the part of owners to get in ahead of the oncoming poultry season, nervousness over the future market and financial stringency have been added influences prompting liquidation. A large percentage of the total consisted of stock not desired to hold for winter feeding. Only a few scattering loads of choice or prime long-fed cattle appeared in daily marketings, common and medium thin and fair-fleshed stock predominating. Slight improvement was shown on the better grades of beef steers and canner stuff today over Wednesday's low prices, but everything is sharply lower for the week, although declines have been so irregular as to make comparisons extremely difficult. The few choice to prime long-fed steers coming are around 50c to \$1.00 lower than a week ago, but practically all other native and western steers going for slaughter are from \$1.25 to \$2 lower. Most of the butcher cows and heifers are selling from \$1 to \$2 lower than a week ago, and canner cows 25 to 50c lower. Veal calves of light and handy-weight have had relatively good action and are only about 25c lower than a week ago, but heavy shipping calves will average \$1.50 lower and show declines of from \$3 to \$4, as do most medium and good beef steers, from the high time early in the month. Most of the native beef steers sold this week around \$8.50 to \$13.75 with an extreme top of \$17.25 on yearlings last Monday. Western range steers sold largely from \$7.25 to \$8.50, quality being low. A spread of from \$4.75 to \$7 took most of the cows and heifers above cutter grade, with canners and cutters selling largely from \$3.25 to \$4.25. Most of bologna bulls, which are about \$1 lower than a week ago, are now selling from \$4.65 to \$5.50, and few fat bulls are passing \$7.50. Good and choice light and handy veal calves are selling mostly from \$14 to \$15, heavy calves largely from \$6.50 to \$8.

Liberal receipts, augmented by sympathy with a demoralized cattle market and declining prices in many other commodities, were the main factors responsible for the big breaks Tuesday and today, until hogs sold lower today on an average than any time since February, 1917. Early top Thursday was \$12.50, with bulk of sales at \$12 to \$12.25, putting the day's average cost down close to the \$12 mark, and practical top late was \$12.15. Top today was \$5.75 lower and average cost over

(Continued on page 41.)

### ST. LOUIS.

(Special Letter to The National Provisioner.)

The very heavy run of cattle at most of the principal markets has served to exert a very depressing influence on prices. The run at our market for the week ending today, totals a little better than 24,000 which comes nearer being a normal run than at any of the western primary markets. We do not think that prices have broken as badly here as they have at other places. The steer trade is about \$1.00 off for the week. This decline obtains on all grades in the class. Heavy beef cows have declined also, but probably not to as great an extent as steers. In butcher stock, heifers have declined the extreme figure, while the balance of the class is under a week ago by perhaps 75c. In the canner and cutter grades, the decline is 25@50c. Prices generally are at the lowest level that they have reached in something like four years, and the reason for this condition seems to be a tight money market, and a consequent panicky feeling on the part of the farmers and shippers. Not a single load of choice or prime cattle arrived during the week, and very few of what might be called fairly good cattle, were offered. The best we had during the period did not get higher than the \$12.50 mark, and there were very few of those. The bulk of all steers at this writing ranges from \$8@11, with the bulk of the better grade of killers swing around \$10.

The hog runs are increasing. We have had 93,000 for the week ending today. The run today totals something over 25,000, the largest day's receipts we have had in many months. There has been a heavy run of light unfinished hogs, too many of this grade coming in, and they have had much to do with bearing the prices. The market for the week has been very uneven, the top being obtained on Monday, when \$13.40 was paid for good shipping-weight hogs. At this writing the market is 60@75c lower than the close of last week, and around \$1.00 lower than the week's high time. Today's quotations are: Mixed and butchers \$12.20@12.55; good heavys \$12.35@12.55; roughs \$10@11; lights \$12.20@12.50; pigs \$11@12.25; bulk \$12.25@12.50.

The run in the sheep house continues very moderate, the count this week totaling 10,000. The quality of the offerings is very plain, and includes a very large percentage of southwest lambs. There is a fair demand for good lambs and muttons, and a very different demand for the in-between kinds in all grades. Prices are holding to a fairly steady basis. Fat sheep have arrived at the year's low mark around \$4.75, which includes breeding ewes. Strictly good lambs are selling from \$11.75@12.00, southwest lambs \$10.50@11.50, medium and plain kinds \$9.00@10.00.

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Nov. 17.

With cattle receipts today cut down owing to declines in preceding days this week the market showed a steadier tone, though prices were not quotably higher. More country buyers were here than on either Monday or Tuesday, and indications are that the large supply of stockers and feeders that has accumulated in the yards will be materially reduced in the next two days. Hog prices were steady, top \$12.30,

and sheep and lambs were 25 to 50 cents lower. Receipts today were 10,000 cattle, 11,000 hogs, and 2,500 sheep, compared with 11,000 cattle, 12,000 hogs, and 5,500 sheep a week ago, 20,900 cattle, 15,000 hogs, and 6,400 sheep a year ago. Though total receipts of cattle this week were liberal the run of good beef grades was small. However, the market declined in all classes in the first two days but was steady today with a moderate improvement in demand from killers. Most of the offerings were plain to fair short fed steers that sold at \$11.00@12.75, and grass fat steers that brought \$8.00@10.50. No choice grass fat or grain fat steers arrived. Prime full fed steers would sell up to \$16.75 or better. The bulk of the grass cows are selling at \$5.50@7.00 with "canners" down to \$3.00. Fed heifers sold up to \$12.00, but the bulk of the grass fat grades brought \$6.50@8.00. Veal calves are quoted at \$6.50@13.00.

Hog prices held steady. At Tuesday's decline the market was in the lowest position of the year. The top price today was \$12.30 and bulk of the offerings sold at \$11.90@12.15. Pigs sold up to \$12.25. Demand for all thin hogs and pigs suitable for feeding is active. Receipts continue materially short of normal for this season of the year.

Trade in sheep was dull at 25@50 cents lower prices than Tuesday and fully \$1.00 under last week. No western lambs arrived and native lambs only fair quality sold at \$10.50@10.75. Ewes brought \$5.00@5.50. There was small demand for feeding grades.

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., Nov. 17.

Under the influence of unusually heavy receipts of cattle for so late in the season the market has suffered a serious decline all along the line, prices today being around 75c@\$1.00 lower than a week ago. Best of the corn fed beefs are selling around \$10@12, while the bulk of the short fed cattle are moving around \$8@9, and the commoner kinds from \$7.50 down. Western grass beefs have suffered even more than the corn feds and best of them are bringing \$10@11, while fair to good rangers are moving very largely at \$7.50@8.50. Cows and heifers are selling at the lowest prices of the season, practically at a spread of \$3.50@7.50 with very desirable butcher and beef stock mostly at a range of \$5@6. Stockers and feeders have shown a corresponding decline as demand for them has been very slack and prices in general are far the lowest they have been this year.

Although there has been some improvement in hog receipts of late both in quantity and quality, the demand is no broader than it was and prices have been working steadily downward. Both shippers and packers are taking a decidedly bearish view of the situation and are apparently not interested in the hogs unless they can buy them cheaper. Undertone to the trade is very weak and there is a feeling that values will go still lower before the bottom is reached. With only 6,500 hogs here today the market was dull and 25@35c lower. Best light and butcher weight hogs sold up to \$12.35 and heavy packers as low as \$11@11.50. Bulk of the fair to good hogs sold at a spread of \$11.75@12.25, as compared with \$12.50@12.75 a week ago.

Sheep and lambs have been moving very slowly at prices that show a declining tendency. Although receipts have not been heavy demand has been slack from both packers and feeder buyers and values are mostly 25@50c lower than they were a week ago. Fat lambs are quoted at \$11@11.75, yearlings \$7.50@8.75, wethers \$6.25@7.25 and ewes \$4.25@5.25.

## ICE AND REFRIGERATION

### ICE NOTES.

The Montbell Ice & Fuel Company will erect a plant at Belmont, N. C.

The icehouse of Joseph Malo at Montreal, Que., has been damaged by fire.

Edward L. Saisselein and Raymond Tyler plan to establish an ice plant at Oswego, N. Y.

The Florida Ice Company has been incorporated at Orlando, Fla., with a capital of \$250,000.

The Mineola Ice, Light & Water Company, Mineola, Tex., will increase its capital from \$40,000 to \$50,000.

The Moses ice plant at Sumter, S. C., has been destroyed by fire. The building was covered by about \$10,000 insurance.

The Valley Ice Company, maintaining plants in many California cities, is reported to have sold out to the Pacific Fruit Company.

Plans are under way for the erection of a cold storage building at Danvers, Mass. The plans have been drawn by Charles Burgess of Lynn.

Charles T. Ingram, of Greenville, S. C., has sold the business and property of the Polar Ice & Fuel Company at Greenville, to Mrs. Annie J. Tillman, of Birmingham, Ala.

### FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meats on Nov. 1, 1920, with comparisons, is given by the U. S. Bureau of Markets as follows:

	Nov. 1, 1920	Nov. 1, 1919
Frozen beef	68,003,000	184,196,000
Frozen pork	66,609,000	47,271,000
Frozen lamb and mutton	48,671,000	7,884,000
Cured beef	10,932,000	37,585,000
In process of cure	10,443,000	.....
Dry salt pork	154,415,000	281,933,000
In process of cure	38,367,000	.....
Pickled pork	255,238,000	239,719,000
In process of cure	141,547,000	.....
Lard	47,705,000	66,038,000
Miscellaneous meats	59,707,000	82,113,000
Totals	910,586,000	946,754,000
	Oct. 1, 1920.	Oct. 1, 1919.
Frozen beef	58,461,000	106,244,000
Frozen pork	87,502,000	61,417,000
Frozen lamb and mutton	25,325,000	8,318,000
Cured beef	19,594,000	37,328,000
In process of cure	9,395,000	.....
Dry salt pork	233,389,000	352,786,000
In process of cure	45,000,000	.....
Pickled pork	201,460,000	297,712,000
In process of cure	153,732,000	.....
Lard	100,258,000	76,456,000
Miscellaneous meats	63,957,000	80,454,000

NOTE—These holdings include stocks in both cold storage warehouses and packing house plants. No amounts are shown for meats in process of cure for 1919, as separate reports were not received at that time.

### POULTRY IN COLD STORAGE.

Following is a summary of the cold storage holdings of poultry on November

1, 1920, with comparisons:

	Nov. 1, 1920	Nov. 1, 1919	Oct. 1, 1920
Broilers	9,842,000	6,996,000	7,152,000
Roasters	5,243,000	5,580,000	1,035,000
Fowls	4,219,000	4,331,000	3,769,000
Turkeys	888,000	1,327,000	872,000
Miscellaneous	10,843,000	14,905,000	9,225,000

### DAIRY PRODUCTS AND EGG STORAGE.

Cold storage holdings of dairy products and eggs on November 1, 1920, with comparisons, are reported as follows:

	Nov. 1, 1920	Nov. 1, 1919	Oct. 1, 1920
Creamery butter	101,189,000	100,404,000	113,385,000
Packing stock butter	3,480,000	2,671,000	3,789,000
American cheese	48,620,000	72,880,000	52,007,000
Swiss cheese	5,194,000	3,277,000	4,743,000
Brick and Muenster	1,744,000	324,000	1,860,000
Limburger	1,272,000	782,000	1,333,000
Cottage, pot and bakers	5,533,000	5,073,000	5,780,000
Cream and Neufchâtel	195,000	223,000	275,000
All other cheese	6,455,000	4,912,000	5,975,000
Case eggs	3,859,000	5,087,000	5,295,000
Frozen eggs	20,480,000	18,976,000	23,584,000

### NEW YORK COLD STORAGE REPORTS.

Attention is called by the Bureau of Markets and Storage of the state of New York to the provisions of the New York state cold storage law which relate to the rendering of monthly reports to the bureau of the amount of food held in storage in leased rooms in cold storage warehouses. A letter is being sent to the lessees of all rooms where there is a possibility that goods should be reported, but if, in the opinion of the lessee, his room comes under one of the exemptions listed below, he is asked to report to the bureau, stating under what exemption he considers that he is relieved of rendering a report.

Leased rooms concerning which no reports are required are given as follows:

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Boston—G. W. Goerner, 40 Central St.  
Buffalo—Central Supply Co.  
Keystone Warehouse Co.  
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.  
Cleveland—General Cartage & Storage Co.  
Jacksonville—St. Elmo W. Acosta.  
Mexico, D. F.—Ernst O. Heinsdorf.

Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.; United Warehouse Co., Ltd., 815 Fulton St.  
New York City—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.  
Norfolk—Henry Bower Chemical Mfg. Co., Agency First & Front Sts.  
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.  
Providence—Rhode Island Warehouse Co., Edwin Knowles.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Benton Transfer Co.  
Toledo—Moreton Truck & Storage Co.  
Washington—Littlefield, Alvord & Co.

1. A room maintained at a temperature always above 45 degrees Fahrenheit.

2. A room in which food is stored for periods of less than 30 days and at a temperature not lower than 20 degrees Fahrenheit.

3. A room for which a permit has been issued to maintain the same for temporary storage purposes (Section 93-a of the law) of less than 30 days and at any temperature desired by the lessee.

4. A room used exclusively for the storage of nuts, fruits, cheese or vegetables, or exclusively for the storage of any articles not classed as food products under the law.

5. A room used exclusively for the storage of articles in process of manufacture, preparation or cure.

Any leased room in a licensed cold storage warehouse which does not come under any of the exemptions noted above must be reported to the Bureau of Markets and Storage.

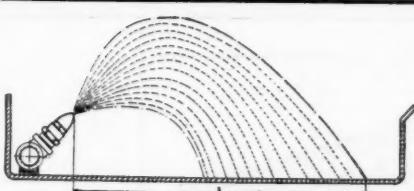
### MEAT TRADE IN AUSTRALIA.

(Continued from page 19.)

#### Shipping Situation and Control.

Nothing definite has been done in Australia concerning the resumption of private shipping at the end of the period when Imperial control ceases. The question is not pressing, as there will not be a large amount of meat for export for a long time to come, except for mutton from the southern states, and in their cases a large amount of it will be required to feed the local population. It may be necessary, for instance, to export mutton from Victoria to New South Wales. Then again the meat season in Queensland will not commence before well into the new year.

The position in Queensland is not quite definite. The Labor Government some time ago issued a proclamation by which it acquired all meat, and it will only permit export after the local requirements have been satisfied. Possibly this will not interfere much with trade, except that the amount paid for stock will suffer a reduction, since a fair proportion of the beef will need to be supplied to the Government at much under world's parity.



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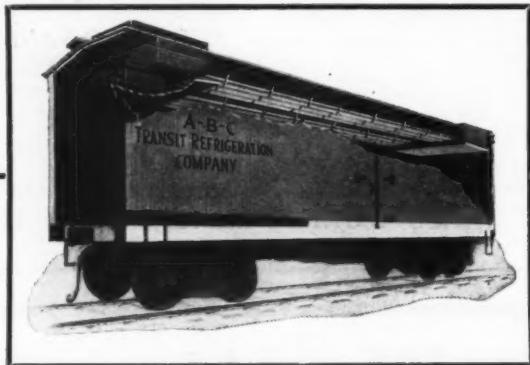
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### Refrigerating Machines and Equipment

- 1 Frick Co. 58½-ton Refrigerator Ammonia Compressor and Corliss Horz. Steam Engine, size 13½ by 20x20 in. stroke. Shop 17800; 8 condenser coils, each coil 24 lengths; 2-in. pipe 20' long; 1 16 by 12-ft. liquid receiver; 1 12 by 39-inch sheet of sweater, 3-inch I. P. \$4675.00.
- 1 Frick Co. 58½-ton Refrigerator Ammonia Compressor and Corliss Horz. Steam Engine, serial 17756; no condensers, oil traps or receiver. \$3825.00.
- 1 Frick Co. 48-ton Refrigerating Machine with simple single cylinder Corliss engine, 18-inch dia., by 18-inch stroke, direct connected to 2 vertical single-acting RH ammonia cylinders, 12½-in. dia. by 18-in. stroke. At a speed of 90 RPM with an evaporating pressure of 15.67 lbs. and a condensing pressure of 184 lbs., the compressor will develop an actual duty of 48 tons refrigeration or 30 tons ice in 24 hours.
- 1 13-in. x 12' Frick Ammonia Receiver.
- 1 6-stand 24-pipe 20' long York Atmospheric Condenser.
- 1 16-in. x 48-in. Frick Oil Trap.
- 1 Frick Co. 48-ton Refrigerating Machine —same as above except 24-in. by 11-ft. York Ammonia Receiver instead of 13-in. by 12' size \$3825.00.
- 1 Frick Co. approx. 23-ton Refrigerator Ammonia Compressor, serial 9409, with Corliss Horz. Steam Engine used on direct expansion system; 2 vertical compressors; steam cylinder 13-in. by 18-in. stroke; ammonia cylinder 9-in. x 13-in. stroke. 20-ton Refrigerator, 90 RPM with standard pressure, 16 lb. suction pressure, 185 lbs. condensing pressure; 3 rows 2-inch extra heavy pipe, 24 pipe to a coil 20 ft. long, 8 ft. high, 2 in. dia., 10'6 long; 12-in. dia. by 32-in. Oil Trap \$2380.00.
- 1 York 18-ton Refrigerating Machine, serial 6924, with Corliss Horz. Steam Engine, 2 vertical compressors, steam cylinder 13½-in. x 12-in. stroke; ammonia cylinder 9-in. bore, 12-in. stroke; direct expansion system; 1 condenser of 3 rows 2-in. E. H. pipe coils, 19 pipe to a coil, 20' long, 6' high 2-in. E. H. return bends; 1 Cast Iron Ammonia Receiver, 20-in. long; 1 water pan for condenser, made of wood, lined with sheet iron, 13' wide by 25' by 6' deep. \$2550.00.
- 2 Remington No. 8 Engine Type Ice Machines; 12 tons refrigerator, 6 tons ice; ammonia cylinder 7½-in. dia., 12-in. stroke; steam cylinder 10½-in. dia., 12-in. stroke, with gauges and lubricators; no condensers, oil trap or receiver, \$1168.75 each.
- 1 Arctic 6-ton Ice Machine, with improved vertical type engine, 7-in. bore, 7-in. stroke; 2 vertical compressors, 6-in. x 5-in., serial 3119, with ammonia condenser made up of 1½-in. by 2-in. pipe, 6 pipe high, 20' long, provided with stands, headers and water distributing device, oil trap 18-in. dia. by 8-in. high; ammonia receiver 8-in. x 14-in. long; brine tank 3/16-in. steel, 10-ft. long by 2/10 wide, 4-in. deep, encased in wooden box with 3-in. filling of sawdust. Expansion coils fitted with 2 manifolds 26-in. long by 3½-in. dia. \$1402.50.

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 BREWERY DISMANTLER  
 1382 Niagara St. Buffalo, N. Y.

### NEW ZEALAND LAMB TRADE.

(Continued from page 19.)

The Wellington Farmers' Meat Company, Masterton, has declared a dividend of 6 per cent. It placed £10,500 to depreciation, £11,500 to reserves for income tax, and £12,500 to reserve fund. The dividend on paid-up capital took £5,400, and a sum of £693 was carried forward.

The Wellington Meat Export Company has paid a dividend of 8 per cent for the year and a bonus of 2 per cent after placing large sums to reserves, etc.

The new works at Hicks Bay have been delayed by a cyclone, which razed part of the freezing chambers. It will be the end of February or March before the works are ready.

Great disappointment has been expressed in New Zealand that the meat sent by the Admiral Codrington, owned by Gisborne farmers, turned out in unsatisfactory condition on arrival at London. This is the pioneer frozen meat carrier owned by the producers.

Owing to a dispute on the waterfront at Wellington there has been a great deal of interference with the export of meat and the works have been greatly affected.

# FOR PURCHASING DEPARTMENTS

## MEAT PACKERS' MOTOR DELIVERY.

In the planning of any military operation, exceptional precautions are taken to insure the proper functioning of the S. O. S.—the service of supply. One break in this line means a shortage of food, and a shortage of ammunition and equipment for the hundreds of men at the front—perhaps means the failure of the entire operation.

A meat packing business is in many respects like an army base. But its scope is far greater. It has its service of supply in its delivery system and by it, through the retailers, it serves not an army of hundreds, but the great army of the American public. Precautions as strict as those of the army must be taken to keep this service of supply active and efficient, for a break means hungry customers, angry retailers, spoiled goods and a profit wiped out.

Much of the army's supplies are canned. Its S. O. S. need not worry about expense. The packer, on the other hand, deals exclusively in perishable goods. He works on a small margin of profit. He must, therefore, organize his business so that, from the hoof to the hook of the retailer, the meat is prepared and distributed with maximum dispatch and minimum handling. A dependable delivery system solves the major part of his problem.

Meat packers in every part of the country have found in motor trucks the dependable equipment needed to keep their supply lines intact. The Roll Call, for instance, published by the White Company, of Cleveland, gives some idea of the progress made by the motor truck in winning favor among meat packers. Listing in one column the number of White trucks originally purchased by a few representative packing concerns from coast to coast, the Roll Call shows in a second column the number of White trucks now owned by these same companies.

The list reads in part as follows:

	First Now	Order Owned
Adolph Gobel, Brooklyn, N. Y.	10	40
Otto Stahl, Inc., New York City	5	13
F. G. Vogt & Sons, Inc., Phila.	1	14
Cleveland Prov. Co., Cleveland, O.	1	32
Kingan & Co., Indianapolis, Ind.	4	13
Armour & Company, Chicago	4	309
Cudahy & Company, Chicago	2	42
Swift & Company, Chicago	2	164
Skinner Pkg. Co., Omaha, Neb.	11	11
Western Meat Co., San Francisco	2	27

It is vitally important for the meat packer to get his freshly killed meats to the wholesaler as quickly as possible. Often these retailers are 50 miles or more away. Packers have found that 2-ton trucks furnish necessary speed and dependability to guarantee daily deliveries.

The Cleveland Provision Company of Cleveland, Ohio, formerly operated a branch house at Lorain, Ohio, about 30 miles to the west. Meat was shipped in a freight car, routed daily to the branch via Elyria, where the company also had many customers and where a part of the car was unloaded. The car usually reached Elyria on the day after leaving the slaughterhouse, and Lorain on the following day. This meant that meat was delivered on the fourth day after leaving Cleveland.

Trucks now make this run from Cleveland daily. The branch has been eliminated, cutting down costly overhead; meat is delivered in better condition; and the cost of delivering it has been reduced. The

company is standardized on Whites, other trucks of its fleet of 32 making daily trips to Akron 35 miles away, Canton 60 miles, Ashtabula 54 miles, and other towns. Mr. J. Bersch, the company's superintendent of transportation, says that the motorizing of the company's delivery equipment has increased sales 100 per cent through more prompt service, decreased by over 25 per cent the deterioration of meats by direct delivery, saved thousands of dollars by cutting off overhead of branches, enabled one-day deliveries to all cities within 50 miles.

Packers have also found other uses for trucks in addition to the delivery of their products to retailers. Armour & Company in Chicago use heavy duty trucks to haul butter, eggs, etc., from markets to their plant. The North Packing & Provision Company of Boston use two 5-ton dump trucks to haul ashes from the boiler room of their plant to various places about the city. A contractor formerly was paid to haul away these ashes. Today the trucks are netting the company \$200 a month for ashes sold. The Nagle Packing Company of Jersey City, N. J., with three 5-ton and three 3½-ton trucks, sent the fleet to New Brunswick last year when rail transportation was crippled, to haul livestock from New Brunswick into the slaughterhouse.

Many trucks that went into the meat packing delivery service nearly a decade ago are still in daily service. Armour & Company reports two of its Whites at East Spokane, Wash., as having covered 260,000 miles each. The United Home-Dressed Meat Company of Altoona, Pa., has one White that has run 150,000 miles, the Boston Fresh Tripe Company one that went into service in 1911 and is still going, the Harris Abattoir Co., of Toronto, Canada, one that has been running since 1913, and the Indianapolis Abattoir Co., of Indianapolis, Ind., a 2-ton White that has run 160,000 miles in nine years.

## FEDERAL TRUCKS ON FULL TIME.

The factory of the Federal Motor Truck Company at Detroit, Mich., is operating on a full time schedule, according to an announcement made by M. L. Pulcher, vice-president and general manager of the company. Sufficient orders are on their books to warrant the assumption that there need be no fear of the curtailment of production in the future, and the company is making every preparation for an even greater output during the coming year. A new addition to the Federal plant adding 60,000 square feet to the 300,000 square feet of factory space in the Federal plant has just been completed. This addition will house the final assembly and paint departments.

Business conditions, according to Mr. Fulcher, are "getting better fast." The result of the election, combined with the general feeling of optimism on the part of business, and the realization of the present importance of the motor truck industry, is having a decidedly beneficial and strengthening effect upon the motor truck industry.

## "BOSS" HOG DEHAIRER SATISFIES.

H. Heil, pork packer, Baltimore, Md., has recently installed a "Boss" grate hog dehairer and writes to the Cincinnati Butchers' Supply Company, the manufacturers of these and other well-known "Boss" machines, as follows:

Baltimore, Nov. 8, 1920.

The "Boss" dehairing machine has been installed. We killed sixty hogs in one hour, and the machine is giving perfect satisfaction.

Yours truly,  
H. HEIL.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, November 18, 1920, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
<b>Fresh Beef—</b>				
STEERS:				
Choice	\$27.00@28.00	\$.....@.....	\$.....@.....	\$.....@.....
Good	23.00@26.00	20.00@24.00	18.00@21.00	19.00@20.00
Medium	16.00@21.00	17.00@19.00	16.00@18.00	17.00@18.00
Common	12.00@15.00	16.00@17.00	13.00@16.00	14.00@16.00
COWS:				
Good	15.00@16.00	15.00@16.00	.....@.....	14.50@15.00
Medium	13.00@15.00	14.00@14.50	13.00@14.00	14.00@14.50
Common	11.00@13.00	13.00@13.50	12.00@13.00	13.00@14.00
BULLS:				
Common	10.00@10.50	.....@.....	10.50@12.00	.....@.....
<b>Fresh Veal—</b>				
Choice	23.00@24.00	.....@.....	.....@.....	27.00@28.00
Good	21.00@22.00	.....@.....	26.00@28.00	25.00@26.00
Medium	19.00@20.00	.....@.....	23.00@24.00	22.00@24.00
Common	15.00@17.00	17.00@18.00	18.00@20.00	15.00@21.00
<b>Fresh Lamb and Mutton—</b>				
LAMBS:				
Choice	27.00@27.50	26.00@27.00	25.00@27.00	28.00@29.00
Good	25.00@26.00	24.00@25.00	24.00@25.00	27.00@28.00
Medium	22.00@24.00	22.00@23.00	22.00@23.00	24.00@26.00
Common	18.00@20.00	.....@.....	18.00@20.00	18.00@23.00
YEARLING:				
Good	20.00@21.00	20.00@22.00	.....@.....	22.00@24.00
Medium	18.00@20.00	18.00@20.00	18.00@20.00	20.00@22.00
Common	16.00@17.00	.....@.....	.....@.....	.....@.....
MUTTON:				
Good	12.00@14.00	16.00@17.00	14.00@15.00	16.00@18.00
Medium	9.00@11.00	14.00@15.00	13.00@14.00	15.00@16.00
Common	8.00@9.00	10.00@12.00	10.00@11.00	12.00@15.00
<b>Fresh Pork Cuts—</b>				
LOINS:				
8-10 lb. average	29.00@31.00	33.00@39.00	35.00@36.00	33.00@35.00
10-12 lb. average	27.00@29.00	37.00@38.00	33.00@34.00	32.00@33.00
12-14 lb. average	24.00@26.00	34.00@36.00	32.00@33.00	31.00@32.00
14 lb. over	22.00@24.00	31.00@34.00	28.00@31.00	26.00@30.00
SHOULDERS:				
Skinned	21.00@22.00	.....@.....	25.00@26.00	23.00@25.00
PICNICS:				
4-6 lb. average	19.50@20.00	23.00@24.00	23.00@24.00	20.00@24.00
6-8 lb. average	18.00@19.00	22.00@23.00	20.00@21.00	.....@.....
8 lb. over	17.00@18.00	20.00@21.00	.....@.....	.....@.....
BUTTS:				
Boston style	25.00@26.00	.....@.....	29.00@31.00	28.00@30.00

\*Veal prices include "hide on" at Chicago and New York.

# Chicago Section

F. C. Rogers, broker, of Philadelphia and New York, paid a visit to Chicago this week.

L. B. Stableford, of the American Oil Corporation, Jackson, Mich., was a visitor in Chicago last week.

Packers' purchases of livestock at Chicago the first four days of this week totaled 44,454 cattle, 106,259 hogs and 56,836 sheep.

Fred T. Fuller, president of the Iowa Packing Company, Des Moines, Iowa, passed through the city last Monday en route to New York.

James Harris, of the Harris Abattoir Company, Ltd., Toronto, was in Chicago last week en route to French Lick for a little rest and recreation.

Secretary C. B. Heinemann, of the Institute of American Meat Packers, was in New York this week attending a meeting of the National Traffic League.

The Harding Girls' Club of Morris & Company has shipped a thirty-eight-pound turkey to Panama, where it will be presented to President-elect Harding as a Thanksgiving remembrance.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, November 13, on shipments sold out, ranged from 10 to 28 cents per pound and averaged 15.41 cents per pound.

Thomas E. Wilson, president of Wilson & Company, made a trip to New York and other points in the East this week. Vice-president Jacob Moog also was in the East this week on an inspection trip. Dr. R. F. Eagle returned from New York this week.

Shipments of provisions from Chicago for the week ending Saturday, November 13, 1920, were as follows:

	Same week	This week	Last year
Cured meats, lbs.	25,116,000	29,210,000	
Lard, lbs.	8,283,000	14,356,000	
Fresh meats, lbs.	26,491,000	73,384,000	
Pork, bbls.	1,568	848	
Canned meats, cases.	20,805	28,718	

Receipts for the week were: Cured meats, 1,275,000 lbs.; fresh meats, 11,094,000 lbs.; lard, 811,000 lbs.

Among the out-of-town packers in Chicago this week were George L. Franklin, general manager of the Dunlevy Packing Company, Pittsburgh, Pa.; C. A. Kerber, president of the Kerber Packing Company, Elgin, Ill.; and John Hidlicka, secretary-treasurer of the Farmers' Co-operative Packing Company, Rockford, Ill.

Bryce H. Herbert, assistant to V. H. Munnecke, head of the dressed beef department of Armour & Company, has resigned to become associated with the Spokane Cattle Loan Company at Spokane, Wash., as vice-president and general manager. L. B. Dodd, a member of the dressed beef department staff, was appointed to

Pacific Coast and western Canada. Mr. Dupp reports that because of the lack of hogs in western Canada conditions in that territory are far below normal so far as pork packing is concerned. The beef end of the packing business is very good, however, even though hide markets are off. Mr. Dupp also reports a notable increase in interest in compound lard manufacture in that section. There has been extensive cultivation of the soya bean, and domestic soya bean oil combined with the readily obtainable beef fats makes the compound lard proposition an attractive one.

## CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

Considerable unevenness with a decided bearishness has prevailed throughout the week's trading. Milder weather the latter part of the week and the approaching Thanksgiving trade, which centers on poultry, have curtailed the demand to a marked degree, forcing prices to a lower level.

With live cattle receipts reaching close to a record breaker and prices declining in proportion, the dressed beef market has been weakened to some extent, although few of the cattle bought at the low prices have reached the selling coolers as yet. A few choice corn-fed steers have been offered and sold about \$1 lower than a week ago, but the bulk of the offerings has been common to medium grass steers selling from \$17 to \$21. While the quotations show a decline of \$1 to \$2 on practically all grades of steers, in reality the general decline is fully \$2 or more, the spread in the prices absorbing a part of the differences.

The liberal supplies of veal have met with a generally slow demand. Few choice heavyweight calves have been offered. Very little change in prices took place the first half of the week, but later had declined fully \$1 from a week ago.

The liberal offerings of lamb proved in excess of the demand. Buyers have shown decided bearishness and the week's prices are closing from \$1 to \$2 lower than a week ago.

The moderate offerings of mutton have created little interest. The trade that uses mutton has been satisfied to move the stock at prices steady with a week ago.

Supplies of pork have been liberal and the demand uneven, but generally slow. Prices have been very uneven with many low spots. A general weakening in values has been noticeable from the opening of the week, especially on loins. General declines have taken place from day to day, with the week closing from \$2 to \$6 lower than last Friday and sellers working hard to clean up on account of the approaching Thanksgiving poultry trade of next week.

Compared with last Friday, steers are \$1 to \$2 lower, cows steady to 50c lower, veal \$1 lower. Lambs are \$1 to \$2 lower and mutton steady. Pork loins are \$5 to \$6, skinned shoulders \$2, picnics \$1 to \$2. Boston butts and spareribs \$2 lower. In spite of the extreme efforts being made to clean up well on all meats, there will be a light carryover of beef and calves, with other meats well disposed of.



Misses Irene Stanton, Johanna Koch and Helen Peterson, of the Harding Girls' Club of Morris & Co., boxing their gift for shipment to the President-elect. This will be an annual event hereafter. The bird's name is "Supreme."

succeed him. Mr. Herbert worked for Armour & Company for 18 years, beginning as a collector in the Washington, D. C., Center Market. He had been in the dressed beef department since 1914.

John J. Dupp, Jr., of the Cincinnati Butchers' Supply Co., was in Chicago this week following an extended trip to the

Fred J. Anders Chas. H. Reimers

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CONSTRUCTION.



## CHICAGO LIVE STOCK.

	Cattle	Calves	Hogs	Sheep
Monday, Nov. 8	28,058	3,951	30,956	25,216
Tuesday, Nov. 9	17,326	3,780	42,218	17,544
Wednesday, Nov. 10	14,516	2,192	18,581	24,478
Thursday, Nov. 11	12,009	3,612	39,222	22,620
Friday, Nov. 12	6,108	1,428	20,521	11,107
Saturday, Nov. 13	2,048	206	6,268	3,708
Total last week	80,725	15,169	157,766	104,733
Previous week	70,701	10,702	91,219	90,493
Year ago	92,321	14,470	206,288	151,589
Two years ago	76,255	7,716	210,202	120,138

## SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Monday, Nov. 8	6,206	685	2,251	2,784
Tuesday, Nov. 9	5,338	4,160	8,445	
Wednesday, Nov. 10	6,312	329	926	11,371
Thursday, Nov. 11	7,000	357	4,572	10,610
Friday, Nov. 12	5,878	404	4,263	8,153
Saturday, Nov. 13	408	—	1,430	2,030
Total last week	31,472	1,799	16,602	43,399
Previous week	26,322	1,835	26,429	25,714
Year ago	30,503	1,404	11,471	54,886
Two years ago	20,139	1,260	3,091	36,786

Total receipts at Chicago for year to Nov. 13:

	Week	Year to date,
Week ending Nov. 13	553,000	23,993,000
Previous week	358,000	
Cor. week, 1919	640,000	26,410,000
Cor. week, 1918	790,000	26,067,000
Cor. week, 1917	635,000	22,062,000
Cor. week, 1916	936,000	25,707,000
Cor. week, 1915	622,000	22,473,000
Cor. week, 1914	402,000	15,469,000
Cor. week, 1913	648,000	21,648,000
Cor. week, 1912	612,000	21,920,000
Cor. week, 1911	708,000	21,982,000
Cor. week, 1910	398,000	16,776,000
Cor. week, 1909	457,000	20,117,000
Cor. week, 1908	612,000	24,200,000

Combined receipts at seven points for week ending Nov. 13, 1920, with comparisons:

	Cattle	Hogs	Sheep
This week	319,000	400,000	258,000
Previous week	223,000	250,000	243,000
1919	306,000	480,000	352,000
1918	316,000	593,000	367,000
1917	329,000	497,000	173,000
1916	309,000	720,000	292,000
1915	213,000	482,000	273,000
1914	141,000	462,000	235,000

Combined receipts at seven markets for year to Nov. 13, 1920, with comparisons:

	Cattle	Hogs	Sheep
1920	9,051,000	19,006,000	9,740,000
1919	10,496,000	22,000,000	12,518,000
1918	11,906,000	21,101,000	16,607,000
1917	9,727,000	17,917,000	8,771,000
1916	8,081,000	20,849,000	10,240,000
1915	6,898,000	16,923,000	9,753,000

Chicago packers' hog slaughter for week ending Nov. 13, 1920:

	Cattle	Hogs	Sheep
Armour & Co.	24,700		
Anglo-American	7,900		
Swift & Co.	18,300		
Hammond & Co.	11,500		
Morrell & Co.	12,700		
Bord-Lunham	11,200		
Western P. Co.	13,800		
Roberts & Oake	4,600		
Miller & Hart	3,300		
Ind. Packing Co.	7,100		
Brennan Packing Co.	3,600		
Wm. Davies Co.	4,200		
Others	16,500		

Total

Previous week

Year ago

146,806

69,900

188,700

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle	Hogs	Sheep	Lambs
Week ending Nov. 13	\$12.10	\$13.00	\$ 6.30	\$12.00
Previous week	13.40	13.50	6.90	12.65
Cor. week, 1919	15.50	14.60	8.00	14.50
Cor. week, 1918	15.10	17.62	9.40	14.75
Cor. week, 1917	10.90	17.45	11.15	16.75
Cor. week, 1916	10.15	9.60	8.10	11.45
Cor. week, 1915	8.65	6.40	5.70	8.05
Cor. week, 1914	8.90	7.45	5.50	8.85
Cor. week, 1913	8.15	7.75	4.40	7.00
Cor. week, 1912	8.00	7.75	3.95	7.05
Cor. week, 1911	0.75	6.95	3.40	5.20

## CATTLE.

Choice to prime steers	\$15.00@16.75
Good to choice steers	12,75@15.00
Fair to good steers	10,00@13.00
Western steers	8,50@12.35
Yearlings, fair, choice	10,00@16.75
Good to prime cows	8,00@11.00
Fair to good heifers	9,00@11.50
Fair to good cows	5,00@7.25
Canners	2.75@3.35
Cutters	3.75@4.50
Bologna bulls	5.00@5.75
Veal calves	13.50@15.00
Heavy calves	7.00@13.50

## HOGS.

Choice to light butchers	\$12.20@12.65
Medium weight butchers	12.10@12.50
Heavy butchers, 270-350 lbs.	11.75@12.45
Fair to fancy light	11.50@12.40
Heavy packing	11.00@11.75
Rough packing	10.75@11.25
Pigs	10.50@12.00

## SHEEP.

Native lambs	\$ 9.00@12.00
Feeding lambs	10.00@11.75
Wethers	4.00@6.25
Yearlings	7.50@10.00
Ewes	3.50@5.25

## CHICAGO PROVISION MARKET

## Range of Prices.

## SATURDAY, NOVEMBER 13, 1920.

## Open. High. Low. Close.

## FORK—(Per bbl.)—

## Nov. \$23.95 \$24.50 \$23.95 24.30

## LARD—(Per 100 lbs.)—

## Nov. 18.90 19.00 18.85 18.85

## Jan. 15.65 15.82 15.60 15.72 1/2

## May 15.35 15.30 15.05 15.30

## SHORT RIBS—(Boxed, 25c more than loose)—

## Jan. 13.27 1/2 13.37 1/2 13.27 1/2 13.27 1/2

## MONDAY, NOVEMBER 15, 1920.

## PORK—(Per bbl.)—

## Nov. 24.30 25.35 24.30 25.20

## LARD—(Per 100 lbs.)—

## Nov. 19.05 19.30 19.00 19.30

## Jan. 15.80 16.25 15.55 16.20

## May 15.30 15.65 15.05 15.60

## SHORT RIBS—(Boxed, 25c more than loose)—

## Jan. 13.32 1/2 13.07 1/2 13.20 13.60

## TUESDAY, NOVEMBER 16, 1920.

## PORK—(Per bbl.)—

## Jan. 25.00 25.00 24.75 24.90

## LARD—(Per 100 lbs.)—

## Nov. 19.47 1/2 19.75 19.47 1/2 19.65

## Jan. 16.05 16.10 15.40 15.90

## May 15.50 15.57 1/2 15.40 15.42 1/2

## SHORT RIBS—(Boxed, 25c more than loose)—

## Jan. 13.45 13.30 13.40 13.00

## WEDNESDAY, NOVEMBER 17, 1920.

## PORK—(Per bbl.)—

## Jan. 23.37 1/2 23.75 23.37 23.75

## LARD—(Per 100 lbs.)—

## Nov. 19.60 19.60 19.00 19.35

## Jan. 15.25 15.40 15.15 15.22

## May 14.50 14.70 14.50 14.60

## SHORT RIBS—(Boxed, 25c more than loose)—

## Jan. 12.90 12.95 12.87 12.90

## FRIDAY, NOVEMBER 19, 1920.

## PORK—(Per bbl.)—

## Nov. 23.50 24.50 23.50 24.50

## LARD—(Per 100 lbs.)—

## Nov. 19.30 19.50 19.17 19.20

## Jan. 15.02@15.05 14.55 15.00 15.00

## May 14.42 14.42 14.05 14.40

## SHORT RIBS—(Boxed, 25c more than loose)—

## Jan. 12.80 12.80 12.50 12.75

## Watch Page 57

## for

## Business Chances

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by O. W. Kaiser, Secy., United Master Butchers' Ass'n of Chicago.)

## Beef.

No. 1.	No. 2.	No. 3.
40	30	21
48	32	18
38	27	17
40	30	20
38	28	18
40	30	20
38	27	17
36	26	16
30	22	14
34	24	14
35	25	15
36	26	16
32	22	12
34	24	14
35	25	15
36	26	16
32	22	12
34	24	14
35	25	15
36	26	16
32	22	12
34	24	14
35	25	15

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers.....	26	@27
Good native steers.....	23	@25
Medium steers.....	19	@22
Heifers, good.....	20	@25
Cows.....	11	@15
Hind quarters, choice.....		@37
Fore quarters, choice.....		@18 1/2

## Beef Cuts.

Steer Loins, No. 1.....	55	
Steer Loins, No. 2.....	48	
Steer Short Loins, No. 1.....	68	
Steer Short Loins, No. 2.....	66	
Steer Loins, Ends (hips).....	40	
Steer Loins, Ends, No. 2.....	36	
Cow Loins.....	28	
Cow Short Loins.....	29	
Cow Loins, Ends (hips).....	17	
Steer Ribs, No. 1.....	40	
Steer Ribs, No. 2.....	36	
Cow Ribs, No. 1.....	25	
Cow Ribs, No. 2.....	23	
Cow Ribs, No. 3.....	16	
Steer Rounds, No. 1.....	23	
Steer Rounds, No. 2.....	20	
Steer Chucks, No. 1.....	18	
Steer Chucks, No. 2.....	16	
Cow Rounds.....	17	
Cow Chucks.....	10	
Steer Plates.....	12 1/2	
Medium Plates.....	10 1/2	
Briskets, No. 1.....	18	
Briskets, No. 2.....	16	
Steer Naval Ends.....	11	
Cow Naval Ends.....	9	
Fore Shanks.....	7	
Hind Shanks.....	6 1/2	
Rolls.....	22	
Strip Loins, No. 1.....	65	
Strip Loins, No. 2.....	50	
Strip Loins, No. 3.....	20	
Sirloin Butts, No. 1.....	45	
Sirloin Butts, No. 2.....	35	
Sirloin Butts, No. 3.....	25	
Beef Tenderloins, No. 1.....	70	
Beef Tenderloins, No. 2.....	65	
Rump butts.....	25	
Flank Steaks.....	12	
Bottom Chucks.....	12	
Shoulder Clods.....	20	
Hanging Tenderloins.....	14	
Trimmings.....	8 1/4	

## Beef Product.

Brains, per lb.....	13	14
Hearts.....	8	9
Tongues.....	83	
Sweetbreads.....	58	@22
Ox-Tail, per lb.....	9	@11
Fresh Tripe, plain.....	6 1/2	
Fresh Tripe, H. C. ....	10 1/2	@11 1/2
Livers, per lb.....	10 1/2	11 1/2
Kidneys, per lb.....	8 1/2	9

## Veal.

Choice Carcass.....	23	@24
Good Carcass.....	18	@22
Good Saddles.....	30	@32
Good Backs.....	18	@20
Medium Backs.....	10	@18

## Veal Product.

Brains, each.....	13	14
Sweetbreads.....	68	@70
Calf Livers.....	33	@39

## Lamb.

Choice Lambs.....	27	
Choice Saddles.....	32	
Choice Fore.....	22	
Medium Lambs.....	25	
Medium Fore.....	20	
Medium Saddles.....	30	
Lamb Fries, per lb.....	22	
Lamb Tongues, each.....	18	
Lamb Kidneys, per lb.....	26	28

## Mutton.

Heavy Sheep.....	12	
Light Sheep.....	15	
Heavy Saddles.....	16	
Light Saddles.....	20	
Heavy Fore.....	10	
Light Fore.....	14	
Mutton Legs.....	22	
Mutton Loins.....	20	
Mutton Stew.....	10	
Sheep Tongues, each.....	18	
Sheep Heads, each.....	15	

## Fresh Pork, Etc.

Dressed Hogs.....	26	
Pork Loins.....	31	
Leaf Lard.....	22 1/2	
Tenderloins.....	65	
Spare Ribs.....	20	
Butts.....	26	
Hocks.....	20	
Trimmings.....	24	
Extra Lean Trimmings.....	17	
Tails.....	20	
Stouts.....	14	
Pigs' Feet.....	7	
Pigs' Heads.....	10	
Blade Bones.....	9	
Blade Meat.....	16	
Cheek Meat.....	11	
Hog Hivers, per lb.....	6	6 1/2
Neck Bones.....	21	
Skinned Shoulders.....	6	6 1/2
Pork Hearts.....	8 1/2	
Pork Kidneys, per lb.....	7 1/2	
Pork Tongues.....	25	
Hip Bones.....	9	
Tail Bones.....	10	
Brains.....	16	
Back fat.....	21	
Hams.....	22 1/2	
Cals.....	20	
Bellies.....	20	

## SAUSAGE.

Columbia Cloth, Bologna.....	@18 1/2
Bologna, large, long, round, in casings.....	@18 1/2
Choice Bologna.....	@18 1/2

Frankfurters.....	@26 1/2
Liver Sausage, with beef and pork.....	22 1/2
Tongue and blood sausage, with pork.....	28
Minced Sausage.....	22
New England Style Sandwich Sausage.....	20
Prepared Luncheon Sausage.....	25 1/2
Liberty Luncheon Sausage (Berlin).....	25 1/2
Oxford Lean Butts.....	48 1/2
Polish Sausage.....	23 1/2
Garlic Sausage.....	19 1/2
Country Smoked Sausage.....	21 1/2
Country Fresh Sausage.....	21 1/2
Fork Sausage, bulk or link.....	26 1/2
Fork Sausage, short link.....	31 1/2
Luncheon Roll.....	23 1/2
Delicatessen Loaf.....	21 1/2
Ox Tongues, jellied.....	57 1/2
Macaroni and Cheese Loaf.....	22 1/2
Loin Roll, cooked.....	68 1/2

## Summer Sausage.

D'Arles, new goods.....	50
Beef casing Salami, best.....	49
Italian Salami (new goods).....	61
Capri.....	42
Holsteiner.....	33
Pepperoni, long links.....	45
Farmer.....	42

## Sausage in Brine.

Bologna, kits.....	2.40
Bologna, 3/4 1/2.....	4.00
Pork, link, kits.....	2.76
Pork, links, 3/4 1/2.....	4.80
Polish Sausage, kits.....	2.46
Polish Sausage, 3/4 1/2.....	4.18
Frankfurts, kits.....	3.00
Frankfurts, 3/4 1/2.....	5.00
Blood Sausage, kits.....	3.85
Blood Sausage, 3/4 1/2.....	5.50
Liver Sausage, kits.....	2.50
Liver Sausage, 3/4 1/2.....	3.30
Head Cheese, kits.....	2.40
Head Cheese, 3/4 1/2.....	4.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	11.00
Pickled Pig Tripe, in 200-lb. barrels.....	19.25
Regular H. C. Tripe, in 200-lb. barrels.....	21.00
Pocket H. C. Tripe, in 200-lb. barrels.....	22.25
Pickled hog chitterlings, uncooked, bbls.....	31.50
Pickled hog chitterlings, cooked, bbls.....	35.00
Sheep Tongues, short cut, barrels.....	70.00
Sheep Tongues, long cut, barrels.....	67.00
Pork Tongues, barrels.....	66.50

## CANNED MEATS.

No. 1/2. No. 1. No. 2. No. 3.	Per doz.
Corned beef.....	\$3.40
Roast mutton.....	3.40
Roast mutton.....	6.50
Sliced dried beef.....	2.75
Diced tongue, whole.....	8.90
Luncheon tongue.....	21.00
Corn beef hash.....	6.00
Roast beef hash.....	10.75
Hamburger steak with onions.....	1.90
Vienna style sausage.....	1.85
Luncheon sausage.....	1.40
Breakfast sausage.....	2.75
Veal loaf, med. size.....	4.50
	2.80

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case.....	8.50
4-oz. jars, 1/2 doz. in case.....	8.78
8-oz. jars, 1/2 doz. in case.....	12.00
16-oz. jars, 1/2 doz. in case.....	21.00

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@30.00
Plate Beef.....	28.00
Rollettes.....	29.00
Rump Butts.....	31.00
Mess Pork.....	33.00
Clear Fat Backs.....	41.00
Family Back Pork.....	35.50
Beef Pork.....	35.50

## LARD.

Pure Lard, kettle rendered, per lb., tcs.....	@27 1/2
Pure Lard.....	23 1/2
Cooking oil, per gal., in barrels.....	16 1/2
Bakers' special cooking oil.....	15 1/2
Barrels, 3/4 over flescs, half barrels, 1/4 over flescs; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over flescs; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over flescs.....	15 1/2

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@28
Cartons, rolls or prints, 1 lb.....	29
Cartons, roll or prints, 2 1/2 lbs.....	28 1/2
Shortenings, 30@60 lb. tubs.....	22
Nut Margarine, prints, 1 lb.....	27

## DRY SALT MEATS.

Clear Bellies, 12@14 avg.....	@23.00
Clear Bellies, 14@16 avg.....	22.75
Clear Bellies, 18@20 avg.....	21.50
Rib Bellies, 12@14 avg.....	23.00
Rib Bellies, 20@22 avg.....	20.75
Fat Backs, 10@12 avg.....	20.00
Fat Backs, 12@14 avg.....	20.50
Fat Backs, 14@16 avg.....	21.50
Extra Short Clears.....	20.80
Extra Short Ribs.....	20.50
Short Clears.....	2

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### The Tendency Toward Cash Business Among Retailers

Written for The National Provisioner by Bruce F. Richards.

It is true that something like 97 per cent of the world's business is done on a credit basis, and only the remaining 3 per cent on a cash basis. Doubtless the extension of large credits between nations and big concerns will continue for many years to come, because it is expedient that this be the case. Nevertheless retail business began to undergo a marked change during the period of the war, in relation to the extension of its credits.

For several years preceding this time the pressure of competition had been such as to make a large amount of credit business necessary. This called for expensive financing of retail concerns—the borrowing of money, the paying of higher prices when discounts could not be taken advantage of, and all that sort of thing. The war and the emergencies that it forced upon us, compelled the retail business man either to restrict his credits to short terms, or to cut them off altogether.

Let me tell you of a few instances which I have been watching with interest.

#### Some Instances in Other Lines.

Case No. 1 is that of a druggist in a mid-southern city who has done a credit business for years. He is one of the best known men in his line, not only in his state but in national circles in his trade. Consequently his example and his conclusions bear weight, and are worthy of our consideration.

For upwards of a quarter of a century he did a credit business, thinking there was no other way to hold his patrons. When there was sickness in families, it was convenient for his people to telephone and order their supplies, having them delivered at the house.

It was not easy therefore for him to change to a cash basis in a neighborhood where he had always done a large amount of business for credit. Nevertheless, he made the change, after announcing his reasons frankly in the public press, and asking people not to embarrass him by requesting to be trusted.

After testing his experiment out for a period of a year, he states frankly that he would never go back to the old system under any circumstances; that he has reduced his expense greatly through not having to keep books and a bookkeeper; and that his patronage has increased, his profits are larger, his worry much less, and business in every way more satisfactory.

He has done this in the face of the fact that none of his neighboring druggists have taken the same stand. He believed it the thing to do and he has done it. He has proved that he was right.

#### Another Case in Point.

Case No. 2 is that of a jeweler who awoke to the distressing situation that he was paying for many luxuries which other people were wearing and using, and many gifts which generous (?) individuals were presenting to their friends. He, too, used the war as a reason why he should go on a cash basis. If anyone wants to purchase

of him who has not the money, he will lay the article aside, hold it, and give a receipt in a suitable form for regular payments until the item is paid for, but he holds it in his possession until the last penny is met.

In the old days he was a jeweler in a small way, never having money enough to do what he wanted to do in the way he wanted to do it. As soon as he changed to a cash basis, he was fearful that he had been unwise, for there was a temporary dropping off in his sales—not cash sales, but total sales. However, he actually had more money every day to do with.

At the end of three months, a man of means approached him and said: "You have been in business here five years. I have watched you, and I believe in you as a business man. I saw the opportunity for a fine, large jewelry store here—the best in this part of the country, but I never dared offer to back or finance you because you did a credit business. I didn't propose to let A, B, C, and D walk in and carry off my funds in the form of silverware and jewelry. Now, though, that you have taken a step forward to a cash basis, I am ready to put twenty thousand dollars in here or more, if need be, to incorporate the concern, and to give you the sole management of it."

That was two years ago, and the results are amply justifying the judgment of both. A splendid business is being enjoyed, and there is no risk connected with it.

#### Meat Dealer Tried It Out.

The third case was a neighborhood meat market and provision store, which had always been a little, one-horse concern which trusted the people around. It changed to a cash basis. Not only that, but it stopped making deliveries. A saving of three thousand dollars a year in overhead was effected right there, and the owner reckoned that if he did lose business, he wouldn't be out anything.

But bless you! He was able to offer so much better prices because of cutting out bad debts and high expenses, that in place of keeping two men to help him, he now has eight or ten and the establishment has had to be enlarged accordingly. Naturally, he has to employ an office assistant once more, but she also does the advertising and helps bring in business and keeps the routine going.

Case four is that of a hardware dealer who believed that there was no other way to do but to conduct a credit business. He argued that the farmers did not always have cash to pay, and wouldn't pay it if they did; that the people were in the habit of telephoning for what they wanted, and he couldn't offend them.

But one day he made up his mind that other people might as well go to the bank and borrow money and pay interest on it to meet their obligations as for him to do it. So he, too, switched over to a cash basis after duly giving his reasons in the public press, and showing how he could make a big saving in prices.

He has had a surprise party come to him, for he has found that the farmers did have the money and the town people can arrange to pay cash if they want to. In place of his business falling off, he is doing more than ever before, and making a good deal more money on what he does do.

It is a truism now that what we say

can't be done is done while we are arguing about it.

#### Tendency Is Toward Cash Business.

The strong tendency of the time is toward cash business. Laundries are demanding cash on delivery of finished work; cleaners and dyers are doing the same; coal dealers have tried this out in different places for two or three years and find that people must have fuel and will arrange to raise the money for it if they can't get the coal on credit.

Probably more shoe stores in good-sized places operate on a cash than credit basis, and many of the large establishments are charging a monthly fee for the privilege of an account. This fee is supposed to cover, in part at least, the bookkeeping expense of the same. It is plainly evident to those observing the way that the wind is blowing, that the future will see more and more retail business done for cash as time goes on. Why not?

When you come to think of it, our laboring people all get paid at least once a week; executives who draw larger sums, perhaps once a month or once a quarter. Out of this larger margin, they should be able to finance their living expense and not ask their retailers to do it. It stands to reason that the retailer is not giving himself a square deal when he trusts his goods out for indefinite periods of time. Either credits must be limited or eliminated altogether.

#### A Step Forward or Backward?

What would it mean to your business if you had no charge accounts? If you are already doing a cash business, would you want to take a step backward and begin to keep books again? Is it not more satisfactory to have transactions closed than to have them open without any definite prospect of when they may be rounded up? Think of the collection agencies all over the country which make a good living just getting the money of those who are slow paying their bills!

If a customer buys an automobile, he expects to pay for it. Why not cash for other things as well? The habit would make for thrift and much greater business stability.

#### THE BUSINESS QUIZ.

Following is the fourth set of six questions in a series published by The National Provisioner under the general title of "The Business Quiz," points of information of interest to every business man:

Question No. 1—If it costs 20 per cent on your gross sales as "overhead," what is your profit on goods marked 50 per cent above cost?

Question No. 2—If you carry a stock of \$5,000 (cost) and you do a business of \$50,000 per year on a retail "mark up" of 50 per cent on cost, how many times per year do you turn the stock?

Question No. 3—If you give a note for three months and one for 90 days when do same fall due?

Question No. 4—What is meant by the "book and line" system of recording cost prices?

Question No. 5—How is it possible for you to sell goods in the order of their purchase so no dead stock accumulates?

Question No. 6—What is the "quota" system of paying salary to salespeople?

The answers to these questions will appear in the next issue of The National Provisioner.

**LOCAL AND PERSONAL.**

J. C. Trease has opened a meat market in Prospect, Ohio.

J. O. Haushalter has opened a meat market in Lexington, Ill.

W. S. Williams has engaged in the meat business in Elwood, Nebr.

A. E. Schultz is opening a new meat market in Hamilton, Ohio.

Albert Johnson has engaged in the meat business in Flaxville, Mont.

Bonham Brothers will open a meat and poultry store in Newark, Ohio.

John Carroll has sold his meat market at Littleton, Ill., to Fred Bessell.

R. H. Tussey has purchased the Dixon Cash Meat Market, Dixon, Nebr.

George Procter has purchased the meat market of Wm. Jones at Danville, Ill.

The meat market of Arnold Rockstroh, Chicago, Ill., has been destroyed by fire.

Edward Higgins has acquired the meat market of C. L. Schneider at Bloomington, Ill.

Leo Pokorney has bought the Hazellina Street Meat Market at Richland Center, Wis.

The Haupt meat market, DeWitt, Iowa, has been sold to H. A. Ferguson of Wheatland.

Henry Stone and Chas. Waddell have opened a meat market in Eaton Rapids, Mich.

E. A. Cearley has purchased a grocery store in Napa, Calif., and will add a meat market.

Guy Smith has purchased the Palace Meat Market, Alliance, Nebr., from C. A. Bollerup.

The former Joseph Mack butcher shop at Lomira, Wis., has been rented to Joseph Corbeille.

H. C. Kalberlau has disposed of the City Meat Market, Creighton, Nebr., to Wm. Brozovsky.

E. L. Leonard has purchased the meat market and grocery store of John Young at Newburg, Mo.

The Pandora Market has been incorporated at San Francisco, Calif., with a capital of \$10,000.

E. C. Preble and Harry Toms have purchased the meat market of Nissen & Folk at Humboldt, Iowa.

The Ed Hart meat market and grocery, Fall River, Wis., has been sold to Windom & Weber of Portage.

The Packing House Market Co. has been incorporated in Muskegon, Mich., with a capital stock of \$10,000.

The Meinecke & Leake meat market and grocery, Tomah, Wis., has been sold to Mrs. Fred Ziegler & Sons.

Rosanky Brothers have purchased a building in Smithville, Tex., where they will open a meat market.

Terdiman's Meat & Provision Company has been incorporated in Manhattan, N. Y., with a capital of \$5,000.

Wm. Work has opened a meat market in Brunswick, Nebr., under the name of the Independent Meat Market.

Thomas A. Johnson will open a meat market in Merrill, Wis., which will be known as the Prospect Market.

The New York Market Company, Racine, Wis., has postponed the building of its sausage factory until spring.

Belling Bros., meat dealers at Eagle, Wis., have dissolved partnership. Arthur A. Belling will continue the business.

The 137th Street Live & Dressed Poultry Market has been incorporated at Manhattan, N. Y., with a capital stock of \$20,000.

The grocery and meat market of J. C. McEachran & Sons, Spokane, Wash., has been sold to F. H. Prodrer of Malo, Wash.

The Independent & Bedford Heights Butchers Poultry Company has been in-

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Brooklyn, New York

A SQUARE DEAL TO ALL

corporated at Brooklyn, N. Y., with a capital of \$10,000.

Edward E. Skeele, Jr., has bought the furniture and fixtures of the Hensler & Company meat market at Beaver Dam, Wis., and has opened the market for business.

The Perronville Co-operative Association has been incorporated at Perronville, Mich., to deal in provisions, meats, groceries, etc. It has an authorized capital stock of \$6,000.

The Meinecke & Kaufman Company, meat dealers at Sheboygan, Wis., have changed their name to Meinecke Company. The capital has been increased from \$10,000 to \$40,000.

## PURE SALT (ROCK)

### MYLES SALT CO., Ltd.

#### GRADES:

FINE (Oleo) COARSE

CRUSHED No. 1 (Ice Cream)

No. 2 (Hides, etc.)

No. 3 (Capping)

OFFICES: 718-716 Whitney-Central Bldg., New Orleans, La. MINES: Weeks Island, La.

# New York Section

Philip D. Armour of Chicago is visiting the local offices of the company this week.

H. D. Speer of the small stock department of Swift & Company, Chicago, is in New York this week.

E. J. Davidson will succeed M. L. Aiken as produce inspector of this district for Wilson & Company. Mr. Aiken is leaving to enter business for himself.

Thomas E. Wilson, president; Dr. A. Lowenstein, vice-president; W. C. Buethe, treasurer, and F. H. Kries, of the accounting department of Wilson & Company, Chicago, are in town this week.

Vice-president and General Manager L. H. Heymann, I. J. Barth, of the insurance department, and James Stirling, of the auditing department of Morris & Company, Chicago, were in town this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, November 13, 1920, on shipments sold out, ranged from 14 to 24 cents per pound and averaged 17.70 cents per pound.

The number of pounds of meat, poultry and game seized and destroyed in the city of New York during the week ending November 13, 1920, is reported by the New York City Health Department as follows: Meat—Manhattan, 1,272 lbs.; Brook-

lyn, 4 lbs.; Bronx, 33 lbs.; Queens, 1,036 lbs.; total, 2,345 lbs. Poultry and game—Manhattan, 3,190 $\frac{1}{2}$  lbs.; Brooklyn, 11 lbs.; Bronx, 34 lbs.; total, 3,235 $\frac{1}{2}$  lbs.

Jacob Bloch, who is probably one of the best-known butchers of the old school, has now associated himself with the Weisbecker Company of West 125th street in the capacity of buyer. His years of experience in the business will make him a most valuable member of the Weisbecker staff, not alone as purchasing agent, but as an adviser who has thoroughly learned his business, and is competent with his ripened judgment to take charge of big affairs.

## OUT AMONG THE TRADE.

A firm that has grown rapidly and built up a splendid business by hard work and good judgment is that of Louis Pincus of No. 218-220 Callowhill street, Philadelphia. Although established only five years, Mr. Pincus has met with remarkable success, in which he has been ably assisted by his sons, Albert and Max, who, although very young men, are real chips of the old block. His plant takes in two buildings, each 50x100 feet, which he owns outright, and where the firm handles several carloads of meat a week, specializing on boneless beef for sausage makers and their own brand of beef tongues, of which they handle very large quantities. They do their own curing. Naturally, Mr. Pincus is proud of his establishment, as any man is justified in being who starts in a small way and by

hard work and good judgment takes a prominent place in the business world.

Some people don't care how they spend their money. It cost Frank Rogers, the Philadelphia broker, about \$3.00 a minute recently to talk to Canada. But \$9.00 for five minutes is nothing in his young life. And now he is off for a ten-day trip through the West, stopping off at Chicago for a day or so. Indefatigable is his middle name, and with it all he keeps fit by savagely chasing a harmless little ball with a big stick and seems to enjoy it.

In the office of a prominent business establishment in Philadelphia hangs a sign which reads, "It takes 65 muscles of the face to make a frown, and 13 to make a smile. Why work overtime?" This would be most appropriate to hang in every butcher shop in the country, where the gourmets and cranks could see it staring at them every day all day long. Ask Jesse Dietz—he knows!

The many friends of C. W. Payne, of the well-known firm of O'Neil & Payne of North Delaware avenue, Philadelphia, will learn with regret of his illness, which has kept him away from his office for several months with a severe attack of rheumatism. It is hoped that by the time this appears in print he will be fully recovered and back on the job again, where he has been very much missed, particularly by his friends on The Bourse, where his "side kick" is learning some very bad habits in his absence.

Recently a New Yorker who thought he knew it all, and considered the "con" man from Philadelphia a huge joke, has changed his opinion, and sends out a warning to his New York confederates to beware of Philadelphia, when such men get their heads together as F. C. Rogers, alias the "cave man," "Battling Fred" Pfund, "Hell Roaring" Frank Reed, and the slick, smiling Jack O'Neil, otherwise known as one of the O'Neil & Payne team of artists. They look harmless, but it behooves the innocent one to put a lock on his small change or his quarters will disappear through the ring, and if he is not careful the ring itself may disappear. This worthy quartette has been eating regularly recently, and if its luck holds out it may last for some time.

## WESTERN VS. EASTERN MEAT CUTS.

At a meeting of the Old New York branch of the New York State Association of United Master Butchers of America, held in New York on November 10, a very interesting demonstration and debate was held on the respective merits of the Eastern and Western methods of cutting beef.

A large number of butchers were present and much interest was taken in the debate. A side of beef was cut up in Western style and percentages taken which will be compared with a test made of the Eastern style. The Eastern butchers are of the opinion that the Western style would be more advantageous to the butcher if it could be introduced here, but do not believe Eastern people would stand for it.



CHAMPIONS OF THE PACKERS' BA SEBALL LEAGUE IN NEW YORK.

Team of Jos. Stern & Sons, Inc., who finished the season in a tie with the Wilson & Co. team, and won the championship in a play-off game by a score of 6 to 4. This was the most exciting baseball season known in the history of the trade in New York, and good baseball was played throughout.

**EASTERN MEAT TRADE CONDITIONS.**  
Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Although total receipts of fresh meats for the week were barely moderate, under a generally slow demand the supply began to accumulate after Monday, when the market turned weak and sharp declines were registered on all classes. Heavy receipts and lower prices for live stock at Western centers, together with seasonal interests in poultry, were further causes contributing to general weakness of fresh meat prices.

While receipts of steers were below normal under a slow and narrow demand, after Monday, stock began to accumulate and the tendency of the market was sharply downward. Medium and good grades suffered most. Compared with last week's close, prices averaged \$3 to \$4 lower at Philadelphia, \$1 to \$4 lower at New York and \$1 to \$3 lower at Boston. Due to the demand for lower grades of meats, prices for cows shared but slightly in the general market weakness. Closing prices were unchanged at Boston, 50c lower at New York, and \$1 lower at Philadelphia. The light supply of bulls at New York sold under a slow demand, closing 50c to \$1 lower than a week ago. No offerings were reported at the other markets. Kosher markets were uneven under a fair demand and normal supply. Steer foars closed \$1 to \$2 lower than last week at Boston, chucks and plates are \$1 to \$3 higher at New York and about \$1 lower at Philadelphia. Supply of hinds and ribs was liberal, and demand slow at New York, prices declining \$1 to \$2 for the week.

Receipts of veal were light except at New York, where the supply was liberal and demand slow, other markets reporting a fair demand. Closing prices were \$2 to \$3 higher than last week's close at Boston; \$2 to \$3 lower at New York; unchanged on good to \$2 to \$3 lower on common and medium grades at Philadelphia.

The moderate receipts of lamb were more than ample for the light demand. The tendency was downward after Monday at Boston, while other markets held fairly steady until after mid-week. Closing prices were \$4 lower at Boston; unchanged to \$1 lower at New York; \$1 to \$2 lower at Philadelphia.

With receipts uneven and demand similar to other classes of fresh meat, declines were registered at all markets. Prices at the close were \$1 to \$2 lower at Boston, and New York; unchanged to \$1 lower at Philadelphia.

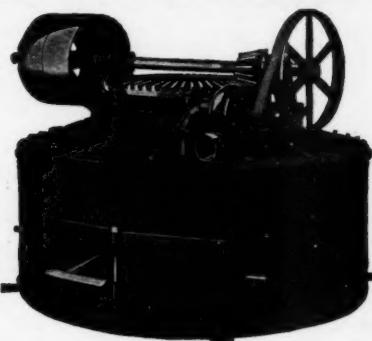
While receipts of fresh pork cuts were comparatively light, seasonal demand was a factor in holding prices fairly steady throughout the week. Closing prices were unchanged at New York; \$1 higher at Boston, and \$1 to \$2 lower at Philadelphia.

Boston: With trading practically at a standstill the market is closing weak on all classes except pork. There will probably be a carryover of beef and lamb unless sharp concessions are made to clean up. A clearance will be made of other classes.

New York: The market is closing very weak on beef, veal, lamb and mutton; about steady on pork. There will be some carryover of each class with the exception of pork, which will probably clean up.

Philadelphia: The market is closing weak and practically demoralized on beef, with a weak undertone on veal, lamb and mutton; pork about steady.

## STANDARD FOR A GENERATION



Triumph Tankage Dryers have been standard equipment in moderate sized rendering plants for a generation. They are simple and reliable and cost little to run. Nearly 1,000 are now in operation.

If you want a dependable tankage dryer, get a Triumph. Ask for Bulletin 40.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

## "DAY'S" DISINTEGRATOR

(3 SIZES)

Extra Heavy Bearings.  
Grinds Bone Ash, Glue  
Cements, etc.

Write for our catalog  
of Meat Mixers.

**THE J. H. DAY CO.**  
CINCINNATI, OHIO

## At Last—An All-Temperature Scale

The fact that scales would not weigh the same in all degrees of temperature was so

until Chatillon experts designed the

## CHATILLON THERMOSEAL SCALE

This Scale WILL weigh accurately in any degree of temperature, because of a special

thermostatic device. The Scale will perform correctly even should the room in which it

is used have a wide range of temperature in a single day.

The Thermoseal Scale is made in a number of designs and sizes.

Complete information upon request.

**JOHN CHATILLON & SONS**

Established 1835

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NEW YORK, N. Y.

## Calfskins

Ship us a small Consignment and see  
how much better you can do. Results  
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**THE JACOB C. SHAFER CO.,** **Baltimore**  
**Pork Packers Lard Refiners**  
DRESSED BEEF, BUTTER, CHEESE, EGGS and BUTTERINE  
AGENTS FOR THE FOX RIVER BUTTER CO.

November 20, 1920.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to choice.....	7.00@14.50
Cows, common to choice.....	2.75@ 8.50
Bulls, common to choice.....	4.50@ 8.50
Heifers .....	6.50@ 8.00

## LIVE CALVES.

Calves, veals, com. to good, per 100 lbs.....	13.50@19.50
Calves, veals, culs, per 100 lbs.....	11.00@13.00
Calves, fed, per 100 lbs.....	9.00@11.00

## LIVE SHEEP AND LAMBS.

Lambs, common to prime, 100 lbs.....	9.00@13.50
Sheep, ewes, com. to prime, per 100 lbs.....	3.50@ 7.00
Sheep, yearlings, per 100 lbs.....	8.50@10.00
Sheep, culs, per 100 lbs.....	2.00@ 3.00

## LIVE HOGS.

Hogs, heavy .....	@14.00
Hogs, medium .....	@14.00
Hogs, 140 lbs.....	@14.00
Pigs .....	@14.00
Roughs .....	@12.00

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy.....	26 @28
Choice, native, light.....	25 @27
Native, common to fair.....	18 @24

## WESTERN DRESSED BEEF.

Choice, native, heavy.....	27 @28
Choice, native, light.....	27 @28
Native, common to fair.....	22 @24
Choice, Western, heavy.....	21 @22
Choice, Western, light.....	17 @18
Common to fair, Texas.....	15 @18
Good to choice heifers.....	24 @26
Common to fair heifers.....	18 @20
Choice cows .....	16 @17
Common to fair cows.....	18 @14
Fresh Bologna bulls.....	12 @14

## BEEF CUTS.

Western.	City.
No. 1 ribs.....	33 @36
No. 2 ribs.....	24 30 @32
No. 3 ribs.....	15 26 @28
No. 1 loins.....	40 40 @44
No. 2 loins.....	28 35 @38
No. 3 loins.....	17 30 @34
No. 1 hinds and ribs.....	34 @35
No. 2 hinds and ribs.....	33 @34
No. 3 hinds and ribs.....	20 18 @26
No. 1 rounds.....	22 23 @24
No. 2 rounds.....	16 @22
No. 3 rounds.....	13 20 @21
No. 1 chucks.....	10 @22
No. 2 chucks.....	11 @20
No. 3 chucks.....	9 @18

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	1.32
Veals, country dressed, per lb.....	1.30
Western calves, choice.....	1.28
Western calves, fair to good.....	1.24
Grassers and buttermilks.....	1.17

## DRESSED HOGS.

Hogs, heavy .....	@21 1/2
Hogs, 150 lbs.....	@21%
Hogs, 160 lbs.....	@22
Hogs, 140 lbs.....	@22 1/2
Pigs .....	@22 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	31 @32
Lambs, choice .....	30 @31
Sheep, choice .....	14 @16
Sheep, medium to good.....	12 @14
Sheep, culs .....	8 @10

## PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs, avg.....	29 @30
Smoked hams, 12@14 lbs, avg.....	29 @30
Smoked picnics, light.....	25 @26
Smoked picnics, heavy.....	23 @24
Smoked shoulders .....	25 @26
Smoked beef tongue, per lb.....	48 @52
Smoked bacon (rib in).....	35 @36
Bried beef saus.....	48 @52
Pickled bellies, heavy.....	26 @27

## THE NATIONAL PROVISIONER

## FRESH PORK CUTS.

Fresh pork loins, Western.....	35 @36
Frozen pork loins.....	35 @36
Fresh pork tenderloins.....	65 @67
Frozen pork tenderloins.....	65 @67
Shoulders, city.....	26 @27
Shoulders, Western.....	26 @27
Butts, regular, Western.....	31 @32
Butts, regular, fresh city.....	31 @32
Butts, boneless, Western.....	35 @36
Fresh ham, city.....	22 @23

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 10 lbs.....	125.00 @150.00
Flat shin bones, avg. 40 to 45 lbs., per 10 lbs.....	125.00 @146.00
Black hoofs, per ton.....	85.00 @ 85.00
Striped hoofs, per ton.....	85.00 @ 95.00
White hoofs, per ton.....	125.00 @135.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs.....	150.00 @100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	250.00 @200.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	300.00 @225.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	125.00 @175.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C., trim'd.....	14c. a pound
Fresh steer tongues, untrimmed.....	32c. a pound
Calves heads, scalded.....	70c. a piece
Sweetbreads, veal.....	75c. a pair
Sweetbreads, beef.....	60c. a pound
Beef kidneys.....	15c. a pound
Mutton kidneys.....	5c. each
Livers, beef.....	20c. a pound
Oxtails.....	15c. a pound
Hearts, beef.....	8c. a pound
Rolls, beef.....	22 1/4c. a pound
Underloin beef, Western.....	50c. a pound
Lamb's fries.....	8 1/4c. a pair
Extra lean pork trimmings.....	25c. a pound

## BUTCHER'S FAT.

Ordinary shop fat.....	2 1/4
Suet, fresh and heavy.....	5 1/2
Shop bones, per cwt.....	25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	2.25
Sheep, imp., medium wide, per bundle.....	2.00
Sheep, imp., medium, per bundle.....	1.50
Sheep, imp., narrow, per bundle.....	0.95
Hog, free of salt, keg or bbls., per lb., f. o. b. New York.....	0.140
Hog, extra narrow, selected, per lb.....	0.175
Hog middles.....	26
Hog bungs.....	12
Hog bungs, export.....	28
Beef rounds, domestic, per set, f. o. b. New York.....	28
Beef rounds, export, per set, f. o. b. New York.....	82
Beef bungs, f. o. b. New York.....	24
Beef middles, per set, f. o. b. New York.....	43
Beef weasands, No. 1s, each.....	12
Beef bladders, small, per doz.....	21
Beef, weasands, No. 2s, each.....	6

## SPICES.

Whole.	Ground.
Pepper, Sing., white.....	22 25
Pepper, Sing., black.....	12 15
Pepper, red.....	30 34
Allspice.....	7 1/2 10 1/2
Cinnamon.....	16 19
Coriander.....	4 1/2 7
Cloves.....	36 41
Ginger.....	18 21
Mace.....	40 45

## CURING MATERIALS.

Refined saltpetre, granulated.....	11 1/2 12
Refined saltpetre, small crystals.....	12 13
Dble. ref. nitrate soda, gran., carloads.....	5 5
Dble. ref. nitrate soda, gran., less carloads.....	5 5
Dble. ref. nitrate soda, crystals, carloads.....	6 1/2 6 1/2
Dble. ref. nitrate soda, crystals, less carloads.....	6 1/2 6 1/2
Double refined nitrate of soda and saltpetre in kegs, 100 to 130 lbs, net, 1c over above prices.	

## GREEN CALFSKINS.

No. 1 skins.....	17
No. 2 skins.....	15
No. 3 skins.....	6
Branded skins.....	10
Ticky skins.....	10
No. 1 B. M. skins.....	13
No. 2 B. M. skins.....	13
No. 1, 9 1/2@12 1/2 lbs.....	15
No. 2, 9 1/2@12 1/2 lbs.....	15
No. 3, 9 1/2@12 1/2 lbs.....	15
No. 2 B. M., 9 1/2@12 1/2 lbs.....	13.55
No. 3 B. M., 9 1/2@12 1/2 lbs.....	13.55
Branded skins, 9 1/2@12 1/2 lbs.....	13.55

Ticky skins, 9 1/2@12 lbs.....	1.00
No. 1, 12 1/2@14 lbs.....	2.25
No. 2, 12 1/2@14 lbs.....	2.00
No. 1 B. M., 12 1/2@14 lbs.....	1.75
No. 2 B. M., 12 1/2@14 lbs.....	1.75
No. 1 kip, 14@18 lbs.....	2.75
No. 1 B. M., 14@18 lbs.....	2.50
No. 2 B. M., 14@18 lbs.....	2.50
No. 1 heavy kips, 18 lbs. and over.....	3.25
No. 2 heavy kips, 18 lbs. and over.....	3.00
Branded kips.....	1.75
Heavy branded kips.....	2.25
Ticky kips.....	1.75
Heavy tacky kips.....	2.25

## All skins must have tail bone cut.

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb. ....	@40
Western, 48 to 56 lbs. to dozen, lb. ....	38 @39
Western, 43 to 47 lbs. to dozen, lb. ....	35 @36
Western, 36 to 42 lbs. to dozen, lb. ....	33 @34
Western, 30 to 35 lbs. to dozen, lb. ....	31 @32
Western, under 30 lbs. to dozen, lb. ....	28 @30

## Fowls—Fresh—Iced—Barrels.

Western, dry packed, 5 1/2 lbs. and over, lb. ....
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